



UNIVERSITAT DE  
BARCELONA

Facultat d'Economia  
i Empresa

# Partner Universities Evaluations

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The International Relations Office  
2017

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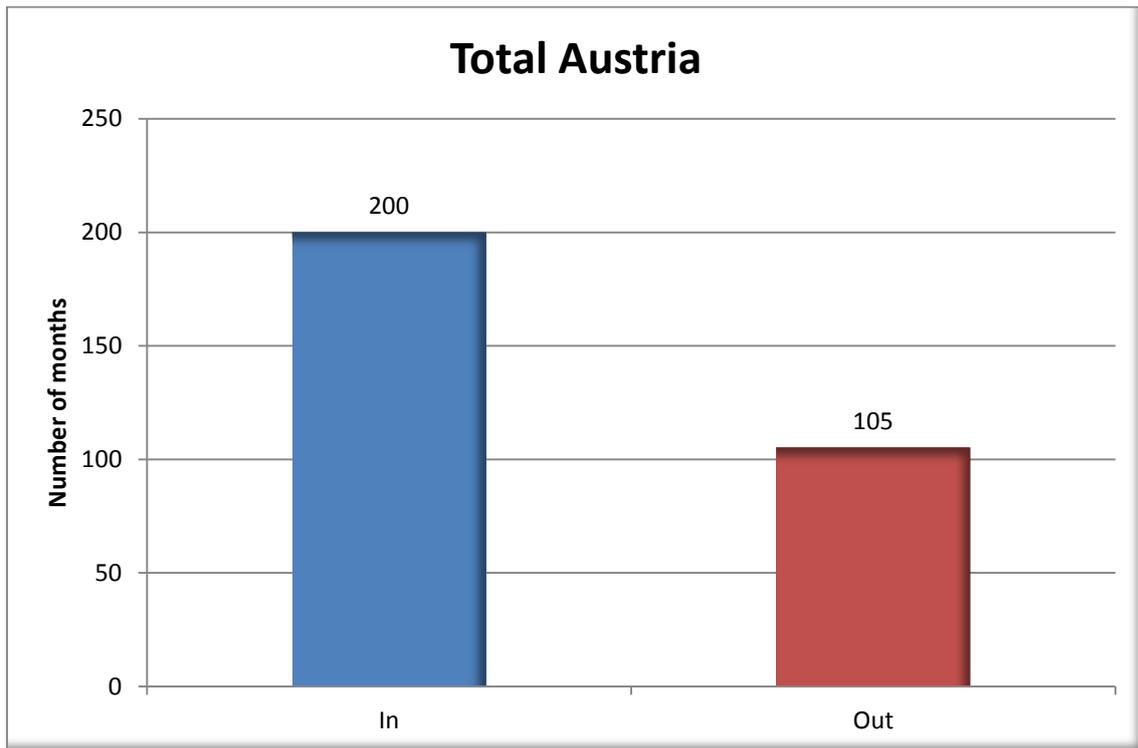
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# Austria (A)



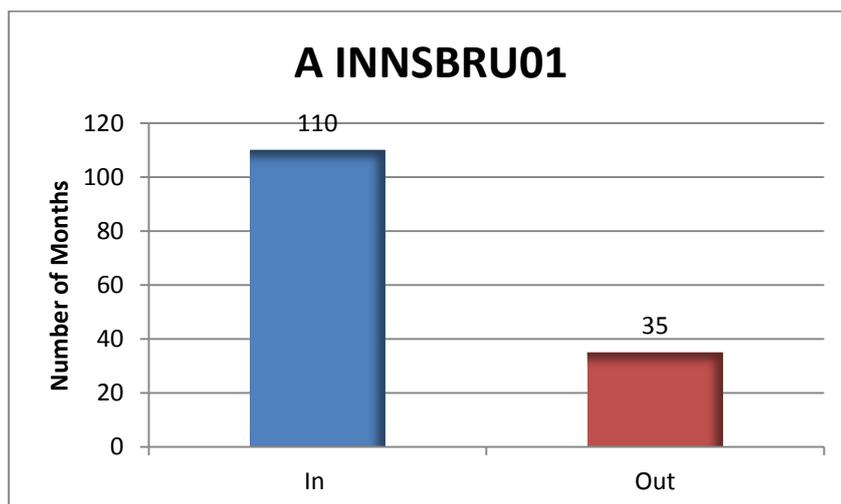
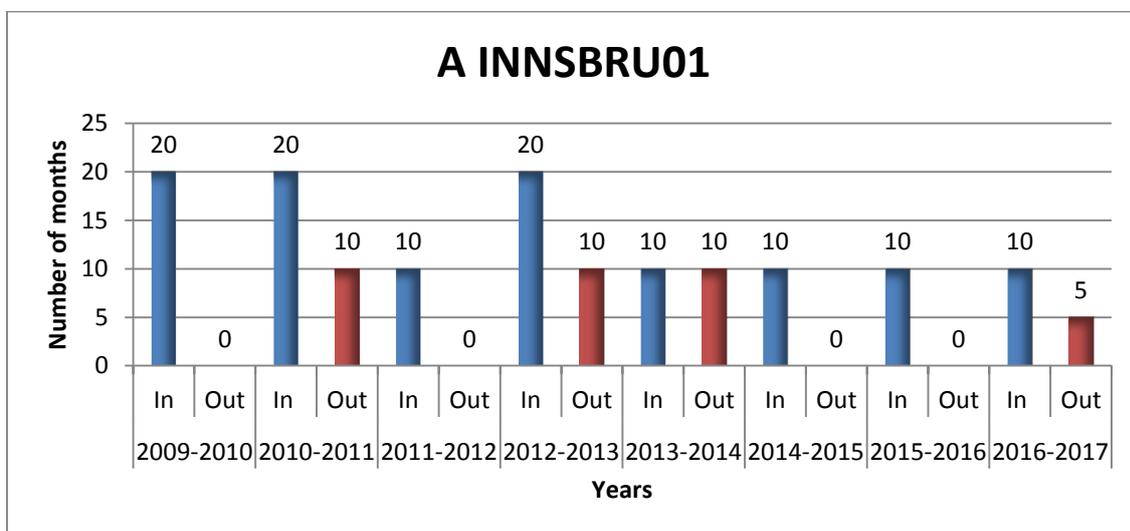
# LEOPOLD - FRANZENS - UNIVERSITÄT INNSBRUCK



- a) University code: **A INNSBRU01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **299<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

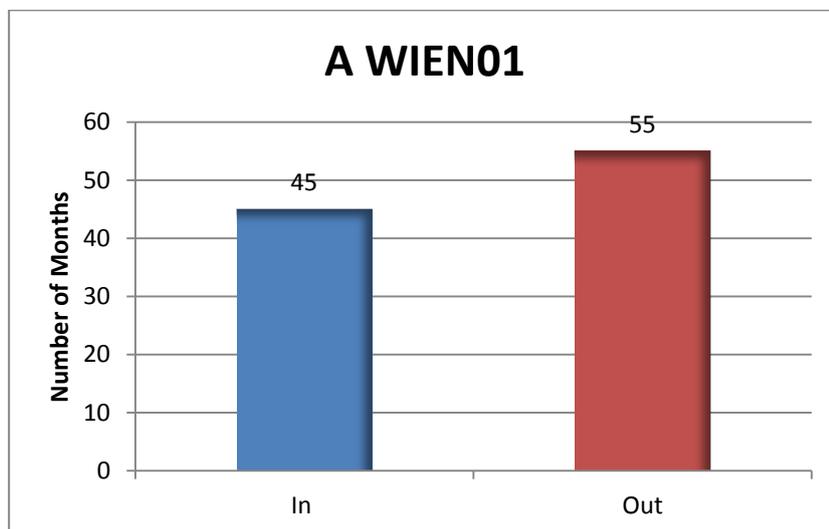
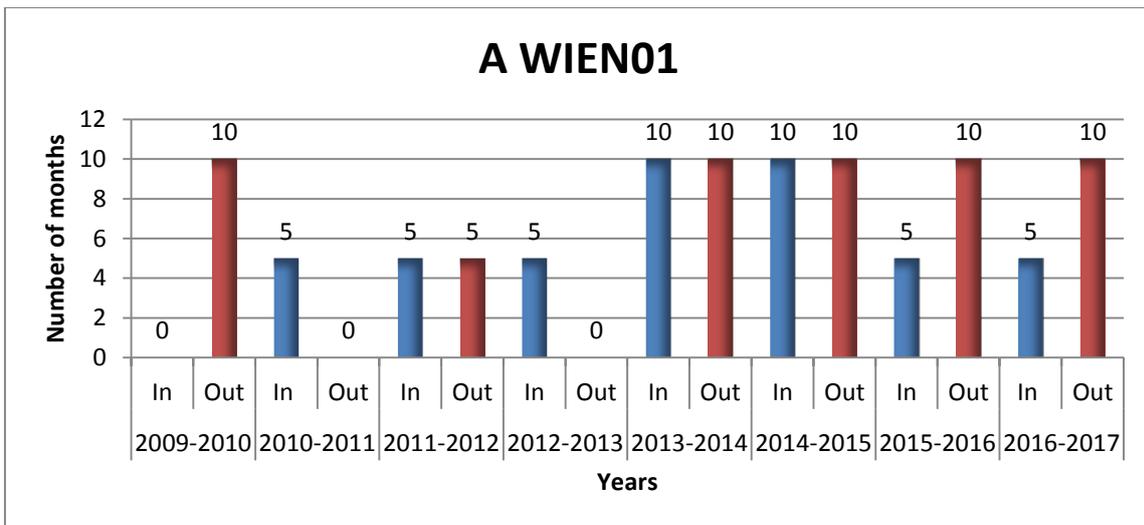


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in German: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in German: **Not provided** / List of courses in English: **Not provided**

- a) University code: **A WIEN01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **155<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2
German	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Recommended	B2
German	Recommended	B2

k) List of courses in German: **Level-Bachelor**

Term	Title	ECTS
2	Basic Finance I	3
2	Basic Finance II	3
2	Decision Theory	4
2	Information Technology	4
2	Enterprise Modelling 2	4
2	Introduction to Academic Work	1
2	Management II	3
2	Internet Marketing & Electronic Commerce 2	4
2	Bachelor Seminar (incl. Bachelor's Paper) - Public-, Health- and Non-Profit Management	8
2	Bachelor Seminar (incl. Bachelor's Paper) - International Marketing	8
2	Company Law	4
2	Management I	3
2	Microeconomics for Students of Economics (BA)	12
2	Internet Marketing & Electronic Commerce 1	4
2	Cost Accounting	3
2	Marketing Instruments B - personal Sale	4
2	Corporate Governance and external Accounting II (MA)	4
2	Cross-Cultural Competence in Organisations	4
2	Principles of Economics	5
2	Jurisdiction of Arbitration	2
2	Unfair Competition and Antitrust Law	4
2	Commons - new old Economy System (BA)	4
2	Securities- and Equity Market Law	4
2	Principles of Public Economics (BA)	8
2	Mathematics 2	6
2	Social Research	4
2	Law of Private Trusts	2
2	Collective and Association Law	2
2	Law of Corporate Groups	2
2	Linear Models 2	4
2	Intellectual Property Rights	4
2	Law of Corporate Reorganisations and Restructuring	2
2	Business English Preparatory Course	2
2	Applied Econometrics 1	4
2	Applied Econometrics 2	4
2	Mathematics 1	4
2	Mathematics 2	4
2	Public Commercial Law	4
2	Game Theory	4
2	Statistics 1	6
2	Statistics 1	2
2	Optimization in Mathematics	10
2	Production and Logistics	3
2	Production and Logistics II	3
2	Marketing II	3
2	Statistics 2	6
2	Bachelor Seminar (incl. Bachelor's Paper) - Int. Business	8
2	Special Topics in Production/Logistics/SCM: Transportation Logistics	4
2	Special Topics in Production/Logistics/SCM: Supply Chain Management	4
2	Linear Multivariate Statistics	4
2	Taxation (BA)	4
2	Bachelor Seminar (incl. Bachelor's Paper) - Privat- and Business law	8
2	Special Topics in Production/Logistics/SCM: Business Game to Production Management	4

2	Foundations of Finance	3
2	Revision Course: Managerial Accounting	2
2	Bachelor Seminar (incl. Bachelor's Paper) - Electronic Business	8
2	Environmental Economics	4
2	Bachelor Seminar (incl. Bachelor's Paper) - Operations and Productions Management	8
2	Experiments in the Social Sciences - Methodological Principles	3
2	Economic history: Money and Finance (BA)	4
2	Money, Banking and Financial Markets (BA)	4
2	Big Data (BA)	4
2	European Company Law (MA)	5
2	International Private- and European Law (MA)	4
2	Enterprise Resource Planning Systems 2	4
2	Legal Issues of Electronic Commerce	4
2	Economic History (BA) - Crises as innovation impulse in the development of the money, bank, and exchange system as well as public finances in History	4
2	Organizational Structures and Processes	4
2	Introduction to Private and Business Law	3
2	Financial Accounting	3
2	Seminar for Statistics in the Bachelor programme	4
2	Statistical Consulting	6
2	Spreadsheet Accounting (MA)	4
2	Exercises in Probability (UE)	4
2	Legal Issues of Corporate Governance	4
2	Special Topics in Production/Logistics/SCM: Production Management	4
2	Fundamentals in Managerial Accounting (MA)	4
2	International Tax Planning	4
2	Taxation of Investments (advanced)	4
2	Employment and Social Law	4
2	Innovation and Technology Management	4
2	Tax Law	4
2	Tax Law	2
2	Introduction to Business Taxation	4
2	Business Taxation (advanced)	4
2	International Negotiations (for Bachelor Students)	4
2	Special Issues of Financial Accounting	4
2	Financial Accounting	3
2	Financial Accounting according to IFRS (I)	4
2	Group Accounting	4
2	Sociology for Business Science	4
2	Introduction to Business Administration	5
2	Introduction to Insurance Mathematics	4
2	Generalized Linear Model	8
2	Business Law	2
2	Legal Framework of Accounting and Financial Reporting	4
2	Banking Law	2
2	Public Market Authority	2
2	Cooperative Games (BA) - gilt als Formale Modellbildung in der Ökonomie im Curriculum 2011	4
2	Special Topics in Public and Non-Profit Management (MA)	4
2	Business German	4
2	Computational Statistics	4
2	Repetitorium to Basic Finance I	1
2	Theories in History and Theory of Science	3

l) List of courses in German: **Level-Master**

Term	Title	ECTS
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2	Executive Information Systems in Health Care (MA)	4
2	Advanced Corporate Finance	4
2	Recent developments in eBusiness (MA)	4
2	Conversatorium for Master Candidates	2
2	Advanced Economic Sociology (MA)	4
2	Conversatorium for Master Candidates - Wirtschaftssoziologie und Soziologie (SPL 4 + SPL 23)	4
2	Econometrics and Statistics (MA)	4
2	Readings in Management Accounting (MA)	4
2	Management I - Marketing (MA)	2
2	Conversatorium for Master Candidates	2
2	Corporate Governance and external Accounting II (MA)	4
2	Financial Statement Analysis and Business Evaluation (MA) - Financial Statement Analysis and Business Evaluation	4
2	Business Process Management (MA)	8
2	Consumer Behavior (MA)	4
2	Jurisdiction of Arbitration	2
2	BW MK/VM: Project Management 2	4
2	Unfair Competition and Antitrust Law	4
2	Securities- and Equity Market Law	4
2	Law of Private Trusts	2
2	Collective and Association Law	2
2	KFK RST: Taxation, Accounting, Auditing of Banks - Taxation, Accounting, Auditing of Banks	4
2	Law of Corporate Groups	2
2	Intellectual Property Rights	4
2	Law of Corporate Reorganisations and Restructuring	2
2	Public Commercial Law	4
2	Collaboration and eBusiness (MA)	4
2	Economic Sociology - Basics (MA)	4
2	Seminar Economic Law (MA)	4
2	Tactical Innovation and Technology Management (MA) - Tactical ITM	4
2	Shopper Marketing (MA)	4
2	Introduction to Electronic Business (MA)	4
2	Case Studies of eBusiness and eLogistics (MA)	4
2	Applications of eBusiness and eLogistics (MA) - Online Challenge	4
2	Practice if current judicature of the EuGH	1
2	Alternative management - entrepreneurial organizations and social integration system	4
2	Marxist Economics (MA)	4
2	KFK WINF: Business Intelligence	4
2	Strategical Innovation and Technology Management (MA)	4
2	Policy in the EU - The EU between market constitution and market correction	5
2	European Company Law (MA)	5
2	International Private- and European Law (MA)	4
2	Business Law	2
2	Conversatorium for Master Candidates	2
2	Seminar in external Accounting (MA)	4
2	Legal Issues of Electronic Commerce	4
2	Labor Market - Sociology (MA)	4
2	Incentive System Design (MA)	4
2	KFK EUR: Selected Foreign Accounting Systems: Germany	4
2	KFK eB/ITM: Business Modelling in ITM	4
2	Industrial Sociology (MA)	4
2	Marketing Communication 2 (MA)	4
2	Spreadsheet Accounting (MA)	4
2	Market Research 2 (MA)	4
2	Legal Issues of Corporate Governance	4

2	Organizations Sociology (MA)	4
2	Applications of Innovation and Technology Management (MA)	4
2	Seminar Marketing (MA)	4
2	International Tax Planning	4
2	Taxation of Investments (advanced)	4
2	Employment and Social Law	4
2	Introduction to Business Taxation	4
2	Business Taxation (advanced)	4
2	International Financial Accounting A (MA)	4
2	Econometrics	5
2	Advanced Quantitative Assessment of Public and Non-Profit Strategies II (MA)	4
2	Legal Framework of Accounting and Financial Reporting	4
2	Banking Law	2
2	RdW: Topics in Mergers and Acquisitions I	2
2	RdW: Topics in Mergers and Acquisitions II	2
2	RdW: Public Market Authority	2
2	RdW: Insolvency Law	2
2	Venture Capital and Finance - WF Venture Capital and Finance	4
2	Strategical Management in Health Care (MA)	4
2	Software of Accounting (MA)	4
2	Seminar (PM4) - History and Indigenous Peoples	6
2	NR Commodities and Development: Current Issues and Historical Context - Aktuelle Auseinandersetzungen im historischen Kontext	4
2	Bambara: Grammar 2	7
2	Swahili: Exercises 2	4
2	The Empire of the Black Pharaohs: Kush and the Ancient World	4
2	Hausa: Grammar 2	7
2	Hausa: Exercises 2	4
2	Swahili: Grammar 2	7
2	VM2/VM6 - Degrowth, Circular Economy, Buen Vivir - from "using less resources" to "living well in Pacha Mama"	7
2	History of West Africa 2	3
2	History of North Africa 2	3
2	NR VM1 / VM2 - Ressources and Development - Sustainable Development on Basis of Ressources: Debates, Conflicts and Strategies	4
2	SGU VM1 / VM7 - Women`s Movements and Gender Relations In Latin America	7
2	Topics and Trends in Japanese Literature after 1945	3
2	Japanese Politics and Economy	3
2	History of Japan	3
2	VertiefungsSE International Politics and Development - Legal Pluralism and Multinationalism in Latin America between utopia and reality	4

m) List of courses in English: **Level-Bachelor**

Term	Title	ECTS
2	Basic Finance II	3
2	IM: International Negotiations (BA)	4
2	ABWL Management II	3
2	Bachelor Seminar (incl. Bachelor`s Paper) - International Marketing	8
2	Political Economy (BA)	8
2	Macroeconomics	6
2	Group Accounting	4
2	Applied Economics (BA)	4
2	Decision and Game Theory (BA)	12
2	eBusiness and eServices	4
2	Business English II	3
2	Business English I	3
2	Statistics 1	2

2	Special Topics in Production/Logistics/SCM: Softwaretools in Decision Support	4
2	eBusiness and Service Science	4
2	Organization of the International Firm	4
2	Quantitative Assessment of Public and Non-Proft Strategies II - (Technology Assessment)	4
2	Microeconomics	6
2	Transportation Logistics (MA)	4
2	Bachelor Seminar (incl. Bachelor's Paper) - Electronic Business	8
2	Marketing I	3
2	International Strategy & Organization (E) - Advanced Topics	4
2	Organization of the Firm	4
2	Economics of the Firm (BA)	8
2	Topics in Public Economics (BA)	8
2	Marketing II	3
2	Special Topics in Banking and Finance: International Finance - KFK International Financial Management (E)	4
2	International Strategy & Organization (E) - Adanced Topics	4
2	Human Resource Management	4
2	Feminist Economics (BA)	4
2	Special Topics in Banking and Finance: Risk and Insurance	4
2	Production Analysis (MA)	8
2	Keynes for Beginners (BA)	4

n) List of courses in English: **Level- Master**

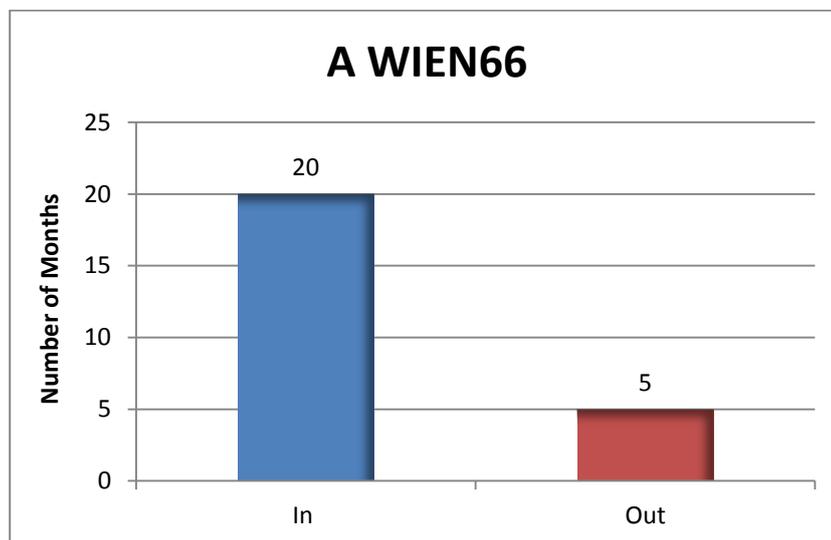
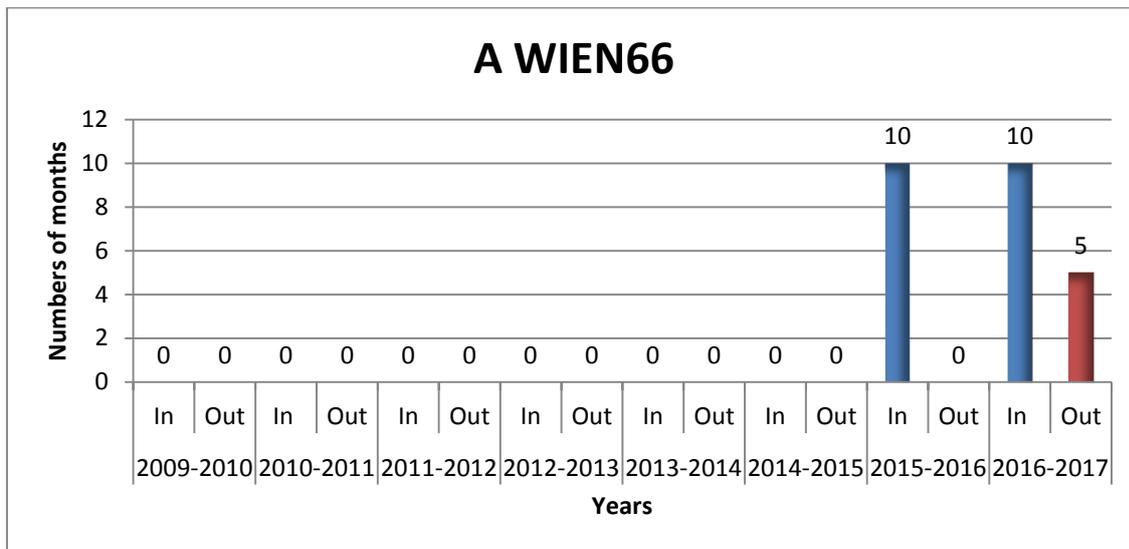
Term	Title	ECTS
2	Transnational Commercial Law	2
2	Fixed Income Securities	4
2	Behavioural Finance	8
2	Seminar - Networks and Systemic Risks in the Financial Sector	4
2	Business Strategy	4
2	Smart Production and Supply Chain Management	4
2	Social Choice	4
2	Experimental Methods I	4
2	Management II - Production, Logistics and Supply Chain Management	2
2	IM: International Market Entry Decision	4
2	Macroeconometrics	8
2	Organizational Behavior	4
2	Advanced Microeconometrics	8
2	Philosophy-Politics-Economics-Anti-and Pronaturalistic Doctrines in Economics: a guided reading	4
2	Dynamic Macroeconomics with Numerics	12
2	The Economic of Pensions	4
2	Advanced FM/FI: Options and Derivatives	4
2	Empirical Methods I	4
2	International Marketing Management 2	4
2	Strategic Decision-Making	4
2	International Financial Accounting B	4
2	Conversatorium for Master Candidates in Economics	4
2	Accounting	2
2	Macro Labor Economics	8
2	Regulatory Impact Assessment	4
2	English - Business Communication in the Second Foreign Language III	4
2	Operations Strategy and Tactical Planning	4
2	Logistics and Material Management	4
2	Transportation Logistics	4
2	Money and Banking	4
2	Designing and Implementing an Economic Experiment	8

2	Conversatorium for Master Candidates	2
2	Governance of International Firms	4
2	Seminar Organization and Personnel	4
2	Political Processes and Governance in the EU - Which role for the European Parliament	5
2	KFK CF/FM: Seminar	4
2	International Strategy	4
2	Recent Development in Innovation and Technology Management	4
2	Sector-specific Problems in PUM	4
2	nBWM Financial Econometrics	8
2	Implementation of Optimization Techniques	8
2	International Marketing Research 2	4
2	Recent Developments in the Economics of Public Law	4
2	KFK CF/FI/FM: Principles of Finance	8
2	Exact Tests not only for Experimental Economics	4
2	KFK CF/IV: Seminar Portfolio management	12
2	Theory and Empirics of Monetary Integration	4
2	Game Theory and Information Economics	12
2	Seminar on Theory and Empirics of Monetary Integration	4
2	International Marketing Simulation	4
2	LP Modeling I	4
2	Production Analysis	8
2	International Market Entry	4
2	Japanese Writing Systems	3
2	Vienna Graduate Seminar in Economics	4

- a) University code: **A WIEN66**
- b) Study fields: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

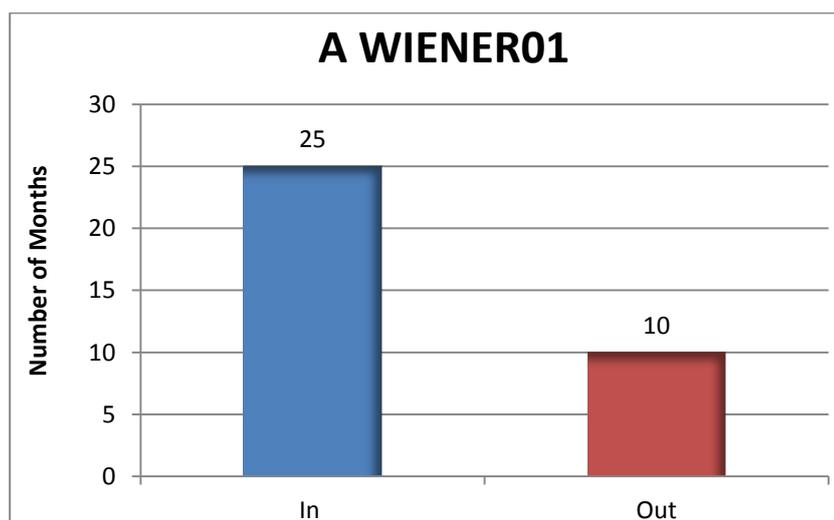
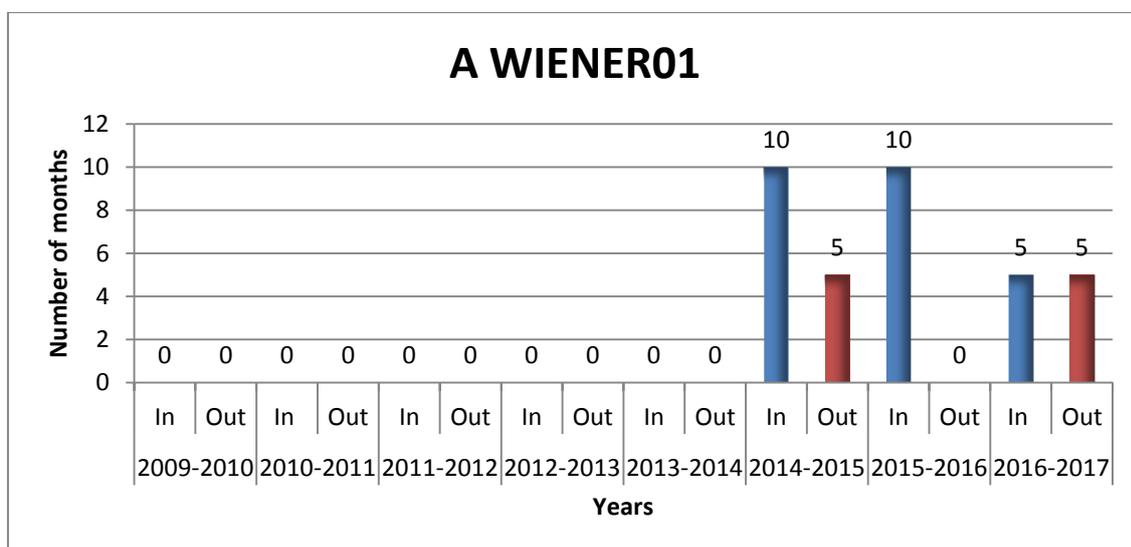
j) List of courses in English: **Level-Bachelor**

<b>Term</b>	<b>Title</b>	<b>Credits</b>
2	Hotel Management and Operations	6
2	Rooms Division Management	6
2	Hotel Business Simulation	4
2	Critical Thinking and Problem Solving	6
2	Math & Statistics I	6
2	Accounting & Management Control I	6
2	Advanced Business Communication	4
2	Tourism & Hospitality Business Analysis	8
2	Research Design	4
2	Math & Statistics II	6
2	Accounting & Management Control II	6
2	Academic Writing	4
2	Information Systems	6
2	Microeconomics	4
2	Marketing and Consumer Behaviour	8
2	Financial Management & Investment Planning	6
2	Law & Introduction to Business Law	6
2	HR Management & Management Development	8
2	Economic Geography	6
2	Marketing Intelligence	6
2	Marketing Research & Empirical Projects	8
2	Operations & Supply Chain Management	4
2	European Law	4
2	Destination Management	6
2	Strategic Planning	6
2	Entrepreneurship, Innovation & Business Planning	6
2	Operations Research & Forecasting	6
2	Hotel Property Development & Project Management	6
2	Enrichment Course I	4
2	Enrichment Course II	4
2	Latest Trends in International Management	2

- a) University code: **A WIENER01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

j) List of courses in English: **Level- Bachelor**

<b>Term</b>	<b>Title</b>	<b>Credits</b>
1	Introduction to Business Administration	4
1	Fundamentals of Accounting	4
1	Business Software Systems	4
1	Mathematics for Business and Economics	4
1	Microeconomics	4
1	Marketing & Sales I	4
1	English for Academic Purposes I	3
1	Social & Professional Skills I	3
1	Bachelor, year 2 Law for International Business	4
1	Management Accounting	4
1	Corporate Finance II	4
1	Strategic Management & Corporate Planning	4
1	Statistics for Business and Economics	4
1	Corporate Governance & Business Ethics	4
1	Academic Skills I	3
1	Social & Professional Skills III	3
1	BWBV Integrated Business administration (Business simulation)	2
1	Bachelor, year 3 Consultancy Models & Skills II	6
1	Case Study	4
1	IAF Derivative Securities and Structured Finance	4
1	Multinational Finance and Risk Management	4
1	Special Issues in Accounting and Taxation	6
1	IMS International HR Law	4
1	International HR Consultancy	4
1	Leadership and IHR Development	6
1	IHM Marketing/Sales Controlling	4
1	Sales Force Management	4
1	Strategic Brand Management	6
1	Introduction to Austria	2
1	Intercultural Business Skills	4
1	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2
1	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5
2	Principles of Management	4
2	Financial Accounting	4
2	Corporate Finance I	4
2	Legal Systems and Principles	4
2	Macroeconomics	4
2	Marketing & Sales II	4
2	English for Academic Purposes II	3
2	Social & Professional Skills II	3
2	Bachelor, year 2 Consultancy Models & Skills I	6
2	Financial Planning, Budgeting & Controlling	4
2	Business Information Systems	4
2	Academic Skills II	4
2	IHM Human and Social Behaviour	4
2	Organisational Behaviour	4
2	Human Resource Management	4
2	IAF Analysis of Financial Statements and Financial Reporting	4
2	Banking, Credit and Money Markets	4
2	Capital Markets and Investment	4
2	IMS Applied Selling	4
2	Consumer Behaviour	4
2	Marketing Strategy and Planning	4

2	Introduction to Austria	2
2	Intercultural Business Skills	4
2	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2
2	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5

k) List of courses in English: **Level- Master**

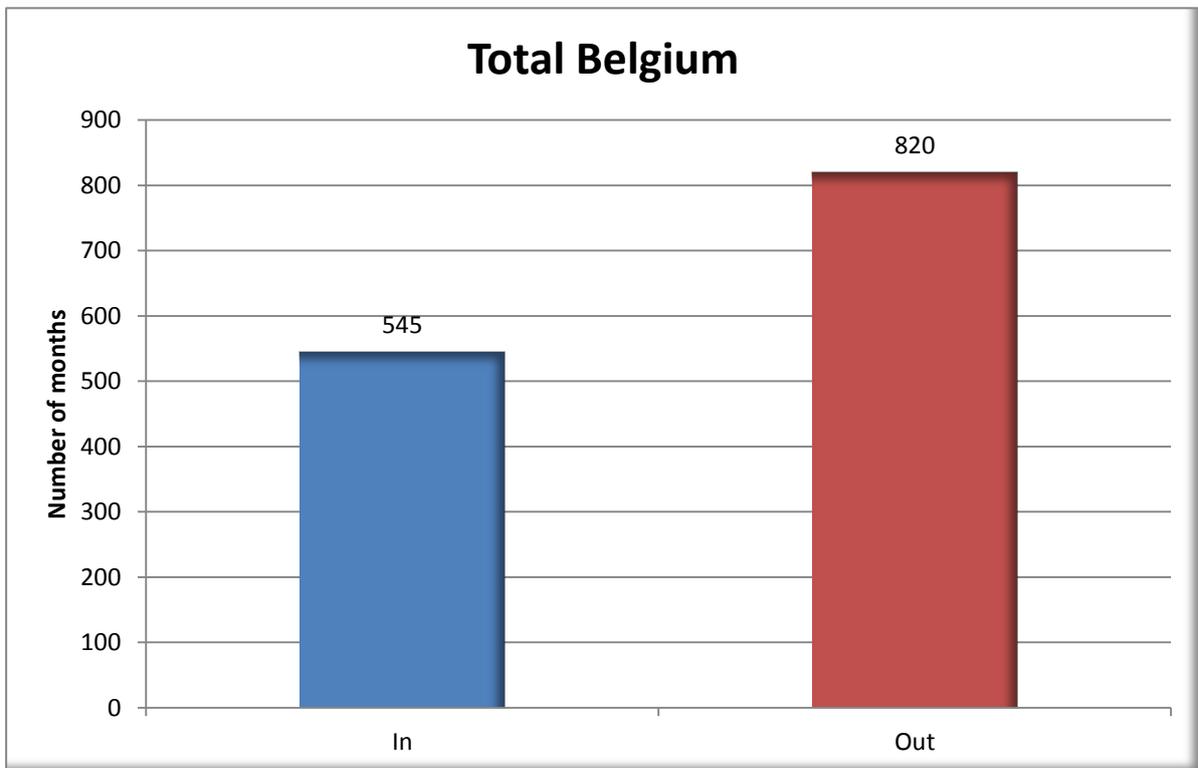
Term	Title	Credits
1	Applied Economics I	3
1	Consultancy Skills	4
1	MA Quantitative Marketing Research	5
1	Quantitative Analysis I	5
1	Business Analysis	4
1	International Marketing Management	4
1	Media Planning & Communication	5
1	TI Equity Analysis	4
1	Cash and Liquidity Management	6
1	Money and Foreign Exchange Markets	4
1	Advanced Data Analysis and Spreadsheet Modelling	3
1	Quantitative Methods	6
1	Master, year 2 Case Study	2
1	TI Risk Management	6
1	Special Accounting and Tax Issues for Treasury	3
1	Financial Planning and Modelling	3
1	Regulation of Financial Markets and Institutions	5
1	Investment and Portfolio Management	4
1	MA Special Topics in Marketing Analytics II	7
1	Consumer Insights	5
1	Pricing Analytics & Strategies	3
1	Marketing Channels & Logistics	3
1	Relationship Marketing	3
1	Introduction to Austria	2
1	Intercultural Business Skills	4
1	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2
1	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5
2	Applied Economics II	3
2	Business Consultancy I	4
2	MA Qualitative Marketing Research	5
2	Quantitative Analysis II	5
2	Special Topics in Marketing Analytics I	7
2	Advanced Marketing Metrics	4
2	TI International Financial Reporting Standards (IFRS)	3
2	Fixed Income Analysis	4
2	Financial Derivatives	4
2	Advanced Corporate Finance	4
2	Financial Econometrics	6
2	Introduction to Austria	2
2	Intercultural Business Skills	4
2	German Crash : I (Beginners), II (Intermediate), III (Advanced)	2
2	German for Incomings : I (Beginners), II (Intermediate), III (Advanced)	5

About the German language courses: Our incoming exchange students all choose courses from the English taught Business programme. Our German taught programmes actually do have different semester dates, also combining classes from the two programmes will result in overlapping courses. We do offer German language courses for exchange students (free of charge).



# Belgium

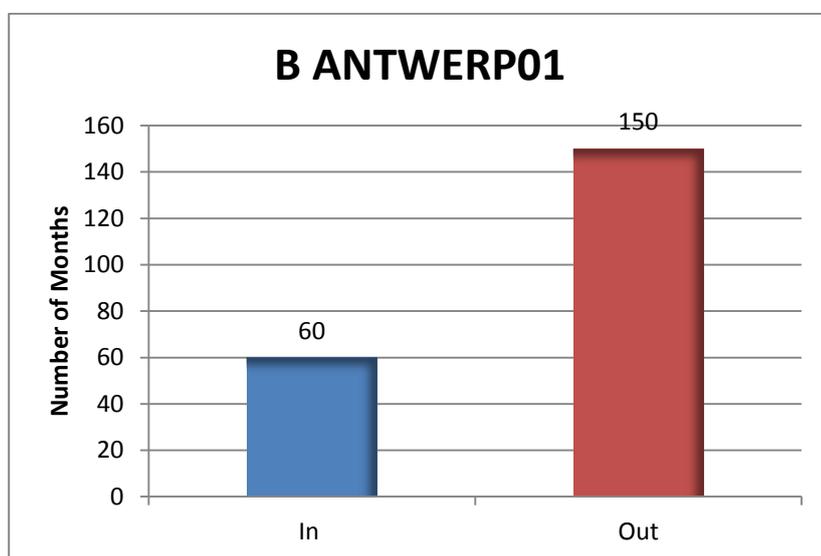
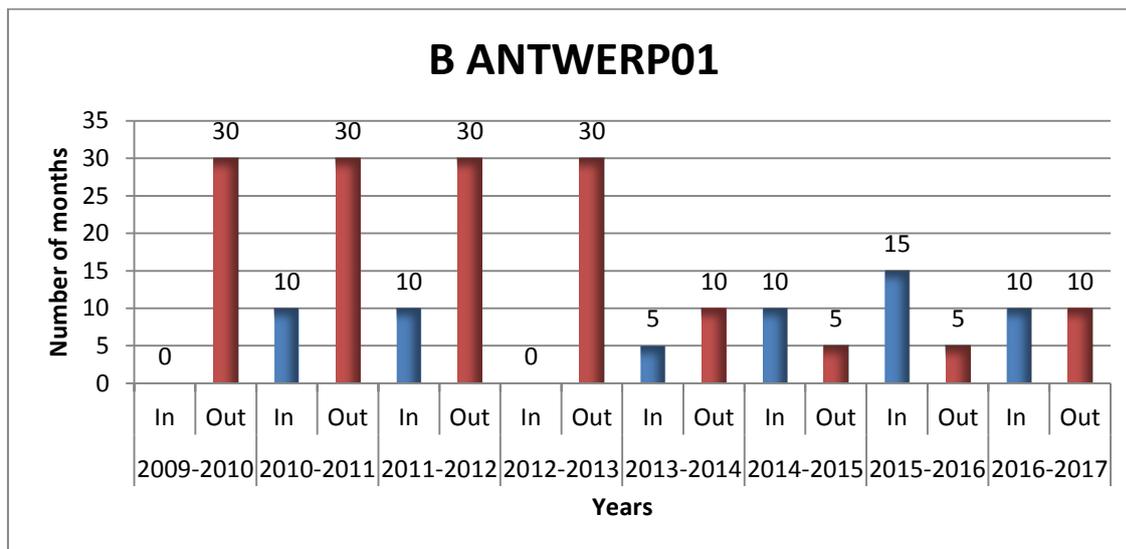
## (B)



- a) University code: **B ANTWERP01**
- b) Study fields: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **209<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Mandatory	B2	TOEFL JBT Certificate with a minimum score of 79-80. Cambridge, First Certificate, IELTS with a minimum score of 6.5. Certificate of the language center of your home institution, testifying that your level of English is least CEFR B2 Certificate of the Erasmus Plus Online linguistic support website (only for European Erasmus students) CEFR B2.

j) List of courses in English: **Level-Bachelor**

Term	Title	ECTS
2	Advanced Management Accounting and Control	6
1	Risk Management and Internal Control	6
1	Debating Development	3
1	Topics in Development Studies	3
2	Current Issues in Economic Policy	6
2	Economic Policy	6
2	International Economics	6
1	Issues in Global Economics	6
1	Investment Analysis	6
2	Business in the European Union	6
2	I-Week: Challenges for Business	3
1	Foundations of International Business	6
2	Competitive Strategy	6
1	Digital Organisation	6
1	Organisational Behaviour	6
2	Sales Management	3
2	Social and Organisational Psychology	6
2	Consumer Behaviour	6
1	Omnichannel and Digital Marketing	6
1	Heuristics for Economics Students	3
2	Regional and Urban Economics	3
2	Heuristics for Economics Students	3
1	Introduction to Econometrics	6
2	Transport Economics	3
1	Introduction to Econometrics	6

k) List of courses in English: **Level-Master**

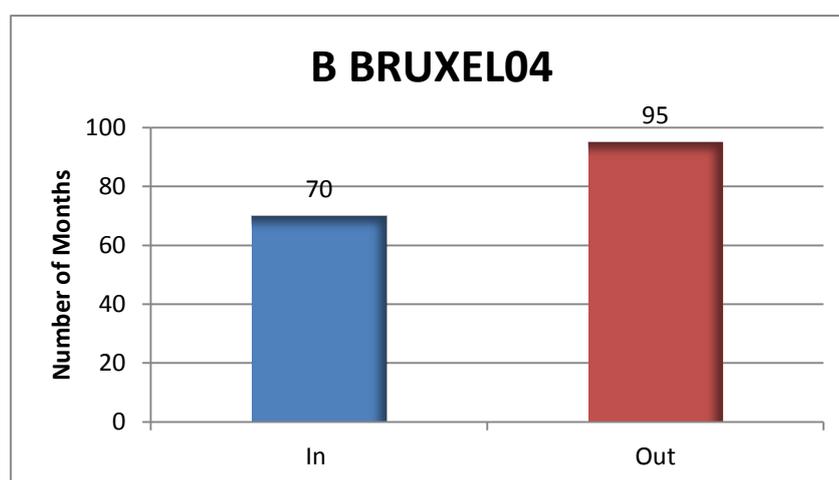
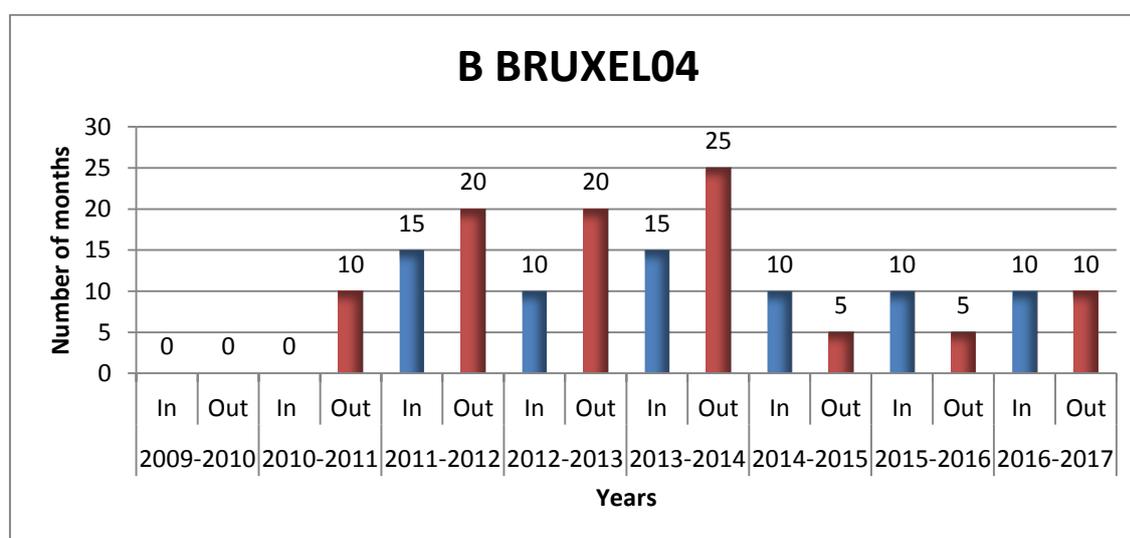
Term	Title	ECTS
2	Accounting Ethics	6
2	Current Topics in Accounting	3
1	Economic and Institutional Development	6
1	Applied Welfare Economics	6
1	Economic Analysis of Inequality	3
2	Industrial Organisation	6
1	Open Economy Macroeconomics	6
2	Real Options	3
2	Transport, Mobility and the Environment	3
2	Banking	6
1	Corporate Finance and Governance	6
2	Financial Risk Management	6
1	International Financial Management	6
1	Financial Statement Analysis	6
1	Tax Management	3
1	Current Issues in International Business	3
2	Intercultural Communication in the Business World	3
2	Strategy, Structure and Management of the Multinational Enterprise	6
2	Business Administration Capita Selecta	6
1	Strategy Implementation and Control	6
1	Business-to-Business Marketing	3
2	Product and Price Management	6
1	Applied Econometrics	6

2	Financial Econometrics	3
2	Seminar Maritime Technology	3
1	Financial Intermediation and Regulation	6
1	Labour Economics	6
2	Public Finance	6
2	Financial Engineering	6
2	Insurance	6
1	The Economics and Institutions of International Business	6
1	Strategic Management	6
2	Organisational Theory and Design	6
2	Ethical and Sustainable Business	3
2	Sustainability Management	3
1	Marketing Management	6
2	Marketing Communication	3
1	Current Topics in Marketing	3
2	Services Marketing	3
1	Health Economics	3
2	Monetary Economics	6

- a) University code: **B BRUXEL04**
- b) Study fields: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **216<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Recommended	B2
French	Recommended	B2

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Management Control	5
2	Fiscal law	5
2	financial market	5
Full Year	Resource and human relations management	5
1	History of economic thought	5
1	Introduction to Econometrics	5
1	Introduction to Computer Science	5
2	Marketing management	5
2	Survey and survey methods	5
1	Industrial policy	5
2	Psychology and Labor Law	5
2	In-depth questions on economics and health management	5
2	In-depth socio-economic questions	5
2	In-depth questions on labor economics	5
2	In-depth questions on the European economy	5
2	In-Depth Issues in Industrial Economics	5
1	Financial Theory	5
1	Macroeconomic theory I: the short term in a closed and open economy	5

l) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Multivariate statistical analysis	5
2	Audit	5
1	Common agricultural policy	5
2	Integrated communication: concepts and practical work	5
2	Organizational Behavior and Leadership	5
2	Cost Accounting	5
2	Growth and Fluctuation	5
1	International Contract Law	5
1	Financial Law	5
1	Economics of vertical relations	5
2	Political economy of incomes and inequalities in Europe and the world	5
2	Evaluation of real and financial assets and market efficiency	5
2	Introduction to fundamental theories of applied ethics	5
2	Mathematical Modeling in Finance	5
2	Macroeconomic Theory II	5

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	International Trade Theory - European Economic and Integration Policy	5
1	Introduction to public economics	5
2	Topics in economic integration	5
Full Year	Business English	5
Full Year	English II	5
2	Economic and social development (Marie and Alain PHILIPSON Chair)	5
2	Marketing management	5
2	Microeconomics theory: consumer and producer choice	5
2	Theory of innovation and entrepreneurship (Solvay Chair)	5
1	Introduction to econometrics	5

n) List of courses in English: **Level- Master**

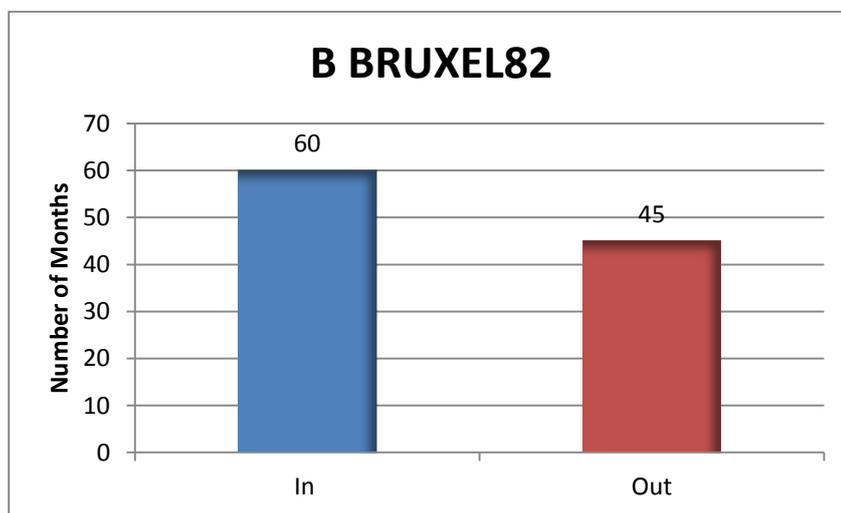
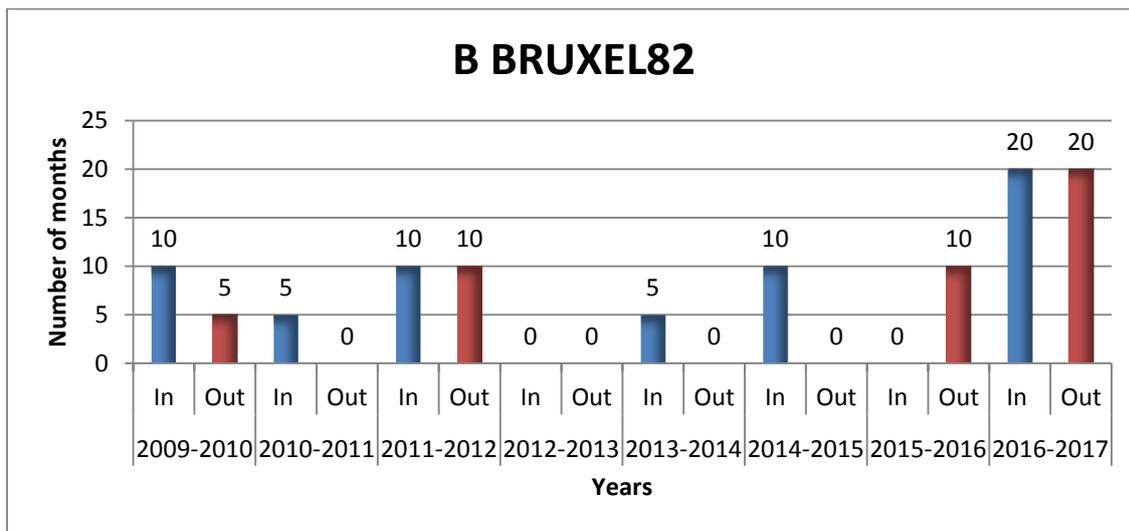
Term	Title	ECTS
2	Advanced accounting	5
2	Advanced industrial organization	5
2	Advanced management control	5
1	Applied econometrics	5
1	Game theory with applications to economics	5
1	Quantitative financial risk	5
2	Advanced topics in international economics	5
1	European economic integration	5
1	Advanced microeconomics	5
2	Business and economics ethics	5
1	Environmental economics	5
2	Capital markets & investment banking	5
2	Case studies in international strategy	5
2	Cases in non-profit marketing	5
2	Change management in public and non-profit organizations	5
2	Corporate governance (Chaire Leo Goldschmidt)	5
2	Corporate restructuring	5
2	Corporate social responsibility (Chaire Janssen)	5
1	Impact analysis	5
1	European Public Finance	5
2	Cost benefit analysis of Public Decisions	5
2	Data management and analytics	5
2	Derivatives	5
2	Entrepreneurial finance (Chaire Bernheim)	5
1	Financial markets, governance and regulation	5
1	Corporate strategy	5
2	European financial integration and regulation	5
1	Advanced finance	5
2	Financial econometrics	5
2	Financial history	5
1	Advanced Marketing	5
1	Topics on international trade and development	5
1	Strategy	5
2	Industrial and innovation policy	5
2	Innovation management	5
Full Year	Institutions and development	5
2	International business strategy	5
1	Corporate valuation and financing	5
2	International entrepreneurship	5
2	International macroeconomics and finance	5
2	International Marketing	5
1	Advanced accounting	5
2	International supply chains	5
1	Advanced corporate finance	5
1	Investments in a historical perspective	5
2	Introduction to entrepreneurship (Chaire Bernheim)	5
1	Banking and asset management	5
2	Introduction to theoretical finance	5
1	Organizational behaviour and leadership	5
1	International business strategy	5
2	IP Management and Technology Transfer (Chaire Solvay)	5
2	Law and economics of EU competition policy	5
1	Strategy and strategic analysis	5
1	Management and sustainable development : constraints and opportunities	5

2	Managing diversity and multiculturality (Chaire Van Rossum)	5
2	Managing errors in organisations	5
2	Managing social enterprises	5
2	Market and Corporate Accounting	5
2	Marketing Analytics	5
1	The moral leader (Chaire GDF Suez)	5
Each Term	International supply chains	5
1	Operations and digital business	5
1	Advanced Marketing	5
2	Project management	5
1	Negotiation skills	5
2	Public and not for profit organizations management	5
1	Project management	5
2	In-depth public economy issues	5
2	Research Seminar in Business History (Chaire Kurgan)	5
2	Risk management and governance	5
2	Sales and distribution management	5
2	Seminar of emerging technologies	5
Full Year	Seminars on econometrics	5
1	Business and economics ethics	5
2	The CEO Perspective	5
2	The economics of regulation	5
1	Practice English	5
2	Macroeconomic Theory II	5
1	Lobbying and political interests in the EU	5
2	Topics in corporate risk management, control and governance	5
2	Topics in international trade and sustainable development (Chaire Marie et Alain Philipson)	5

- a) University code: **B BRUXEL82**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
French	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	If the students wants to follow courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	Both
French	Mandatory	B2	Both

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Statistics and financial mathematics	5
1	Approach to the organization and ethics of Entr.	5
1	Organizational approach	3,5
1	Business Ethics (MAY BE TAKEN ONLY)	1,5
1	Fundamentals of Law	5
1	Communication tool (MAY BE TAKEN ONLY)	2
1	Marketing B to B	5
1	Business management	5
1	Foundations of the commercial approach	5
1	English	4
1	Statistics and financial mathematics	5
1	General economy	4
1	Notions of philosophy and economic ethics	1
1	Fundamentals of Law	5
1	Strategies for internationalization of E.	3
1	Business English	4
1	Management accounting	5
1	International Logistics Principles	5
1	Management and organization of companies	5
1	Statistics and financial mathematics	5
1	Corporate law	5
1	Specific Accounting Operations	5
1	Finite analysis	4
1	Intro. International Accounting Standards	1
1	International Accounting Standards	1
1	Business evaluation	2
1	Management tools 1 (accounting)	5
1	Fundamentals of Law and Criminal Law	5
1	Constitutional right	5
1	Obligation rights	5
1	Communication (block)	5
1	English	2,5
1	Property Law and Seminar	4
1	Conflict resolution	5
1	Corporate law	3
1	Corporate taxation	3
1	Legal information	4
1	English	2,5
1	Europe: Law and values	5
1	Social Law and Personnel Management	4
1	Marketing Basics	5
1	Fundamentals of Law	5
1	Data processing	5
1	Statistics and financial mathematics	5
1	Programming principles	3
1	Advanced Aspects of Web Programming	2,5
1	Supply Chain Management	3
1	Digital Marketing	3
1	Multilingual business communication	5
1	Business Analysis	5
1	Digital Entrepreneurship	5

l) List of courses in English: **Level- Bachelor**

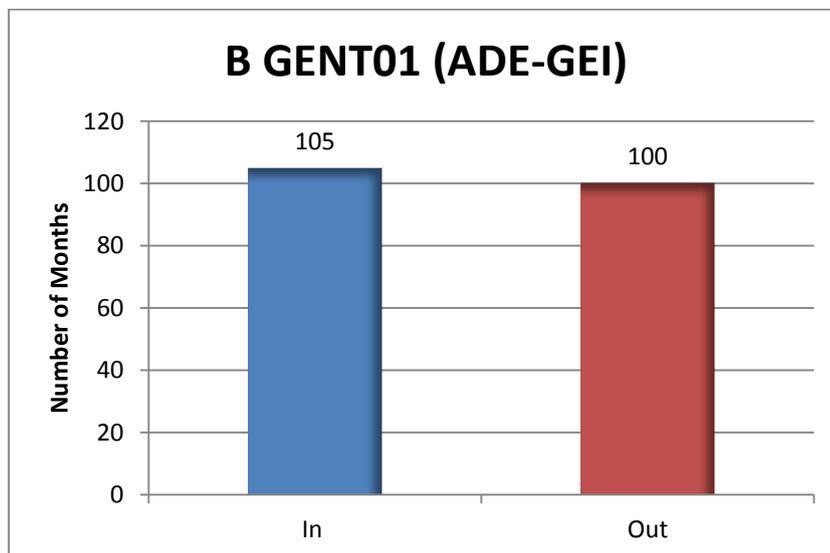
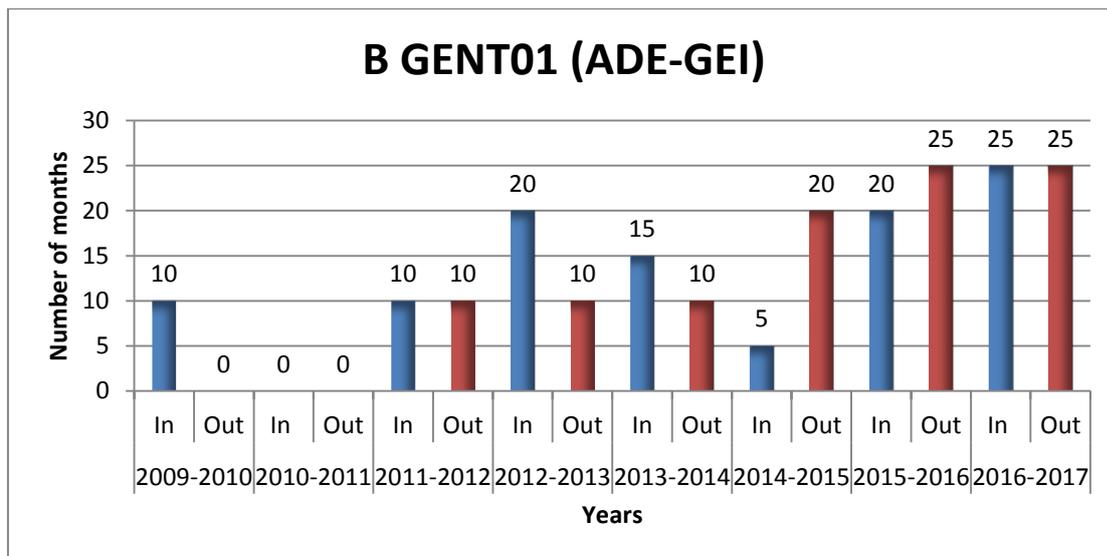
Term	Title	ECTS
1	International Marketing	5
1	Cross- cultural Business management	5
1	EU Institutions	3
1	Corporate social responsibility	3
1	Relationship management in business	5

1	Project management	5
1	Business English skills	5
1	French as a foreign language (basics)	5
1	French as a foreign language (intermediate)	5
1	Sales techniques	5
1	Principles of international logistics	5
1	A multicultural approach to markets	2
1	International business law	4
1	Managerial skills	4
1	E.U public affairs & business lobbying	15
1	Global supply chain management	15

- a) University code: **B GENT01**
- b) Study field: **Business**
- c) Number of spots: **2,5 (5)**
- d) QS World University rankings: **131<sup>st</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Behavioural Economics	3
2	Business planning	3
1	Creating Value using Social Media	3
1	Creating Value with Websites	3
2	Economic English III	3
1	Economics of Development	5
1	Environmental Economics and Management	3
2	European Economic Integration	5
1	European Enterprise Policy	3
2	European Integration	6
2	International and Cross-cultural Marketing	3
1	International Economics	3
2	Introduction to Global Economic History	5
1	Introduction to Human Resource Management	3
1	Operation Research	7
2	Public Management	6
1	Social Philosophy	3
2	Sustainable Development	3
1	Welfare Economics	3

k) List of courses in English: **Level- Master**

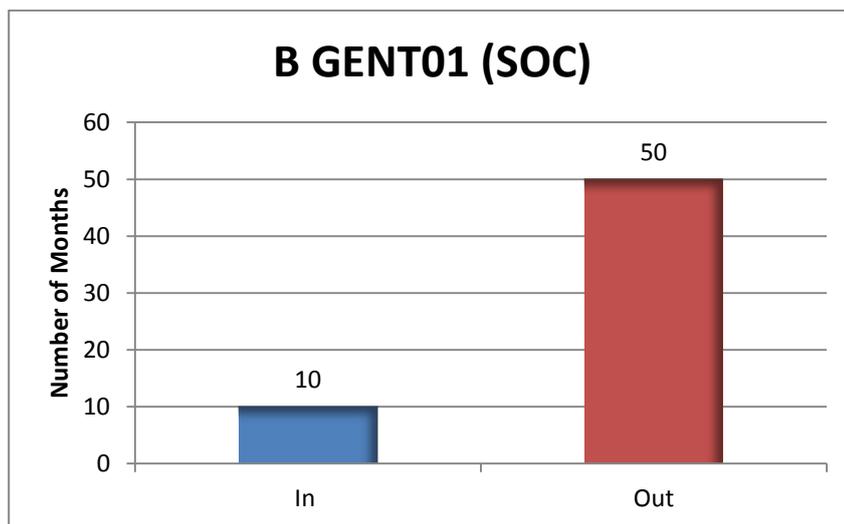
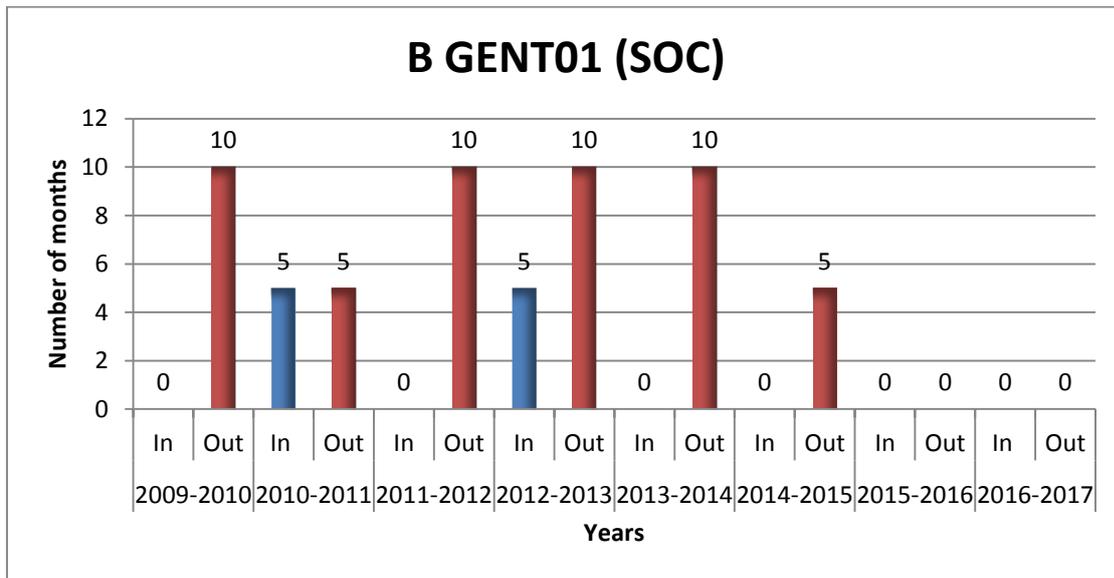
Term	Title	ECTS
2	Advanced Corporate Finance	6
2	Advanced Econometrics: Non-linear Methods	6
1	Advanced Financial Statement Analysis	6
2	Advanced Investment Analysis	6
2	Advanced Macroeconomics: Equilibrium and Dynamics	6
2	Advanced Production Management	6
1	Analytical Customer Relationship Management	6
1	Audit	6
1	Big Data	6
2	Business and International Marketing	6
2	Business Development and Strategic Selling	3
1	Business-to-business Marketing	6
1	Buying Behavior	6
2	Cases in Corporate Finance	6
2	Change Management	5
2	Comparative public administration and management	4
2	Consolidation	3
1	Consumer Behaviour	6
1	Decision Making for Business	6
2	Digital Marketing	3
1	Econometrics: Time Series Analysis	6
1	Economics of Banking	6
1	Economics of Development	6
1	Economics of Financial Markets	6
1	Environmental and Energy Policy	6
2	Financial Planning	6
1	Financial Risk Management	6
1	Financing High Tech Entrepreneurial Companies	4
2	Fiscal Policy	6
1	Governance of Security (Part I)	5
2	Governance of Security (Part II)	5
1	High Tech Marketing	4

1	Human Resource Management in Public Organisations	5
1	Implementation and Management of ICT within an Organisation	4
2	Innovation and Technology Management	4
2	Institutional Economics	6
2	International Banking	6
1	International Business Class	6
1	International Financial Reporting Standards	6
1	International Human Resource Management	3
2	International Standards on Auditing	3
1	Investment Analysis	6
1	Investment Analysis and Portfolio Management	6
2	Management Control	6
1	Managing Service Organisations	4
1	Market Research Methods	6
1	Marketing Communication	6
1	Modern Trade Theory	6
2	Operational Human Resource Management	5
2	Predictive and Prescriptive Analytics	6
1	Project Management	6
1	Research Methods in Accounting	6
1	Research Methods in Corporate Finance	6
1	Research Methods in Organization and Human Resource Management	3
2	Social Media and Web Analytics	6
1	Strategic Human Resource Management	4
1	Strategic Management	6
2	Supply Chain Management	6
2	Total Quality Management	6
1	Valuation and Financial Risk Management	6

- a) University code: **B GENT01**
- b) Study field: **Sociology**
- c) Number of spots: **0,5**
- d) QS World University rankings: **131<sup>st</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

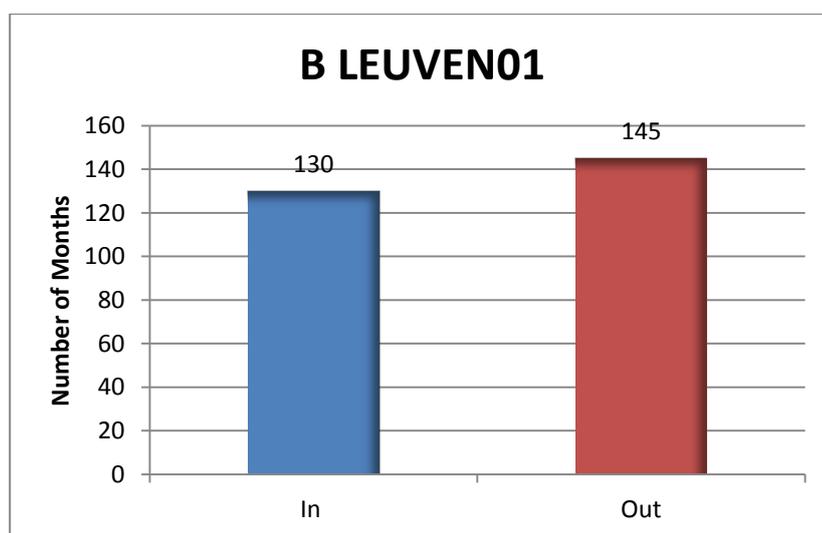
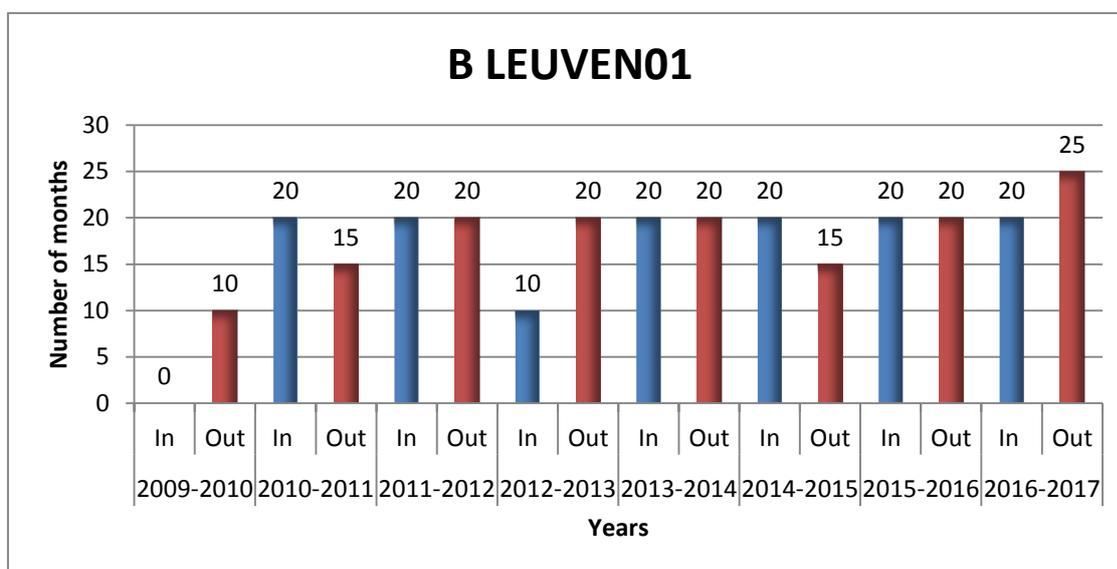
j) List of courses in English: **Exchange programme for all exchange students (Bachelor and Master)**

Term	Title	ECTS
1	Sociology of globalization	5
2	Public Management	6
2	Cross-Cultural Psychology	4
2	Introduction to Global Economic History	5
1	Technology Entrepreneurship	4
2	Innovation and Technology Management	3
1	Sociology of Health and Illness	5
1	Migration and Integration	5
1	Seminar on Social Demography	5
1	Seminar Conflict and Development in a Global World	5
1	Urbanization in Global Perspective	5
1	Medical Anthropology: Africa and the Diaspora	5
2	Fiscal Policy	6
1	Area Study: Mashrek	5
2	European Economic Integration	5
1	European Common Foreign and Security Policy	5
2	European Union Trade Policy	5
1	EU-East Asia Relations	5
2	EU Justice and Home Affairs	5
1	European Media Law	5
2	Rural Project Management	5
2	Human Rights in Developing Countries	5
2	The European Union's International Development Policy	5
1	European Common Agricultural Policy	5
Full year	Contemporary Issues in EU-Politics [nl]	5
1	Ethnography of Conflict and Development	5
1	Higher Education	6
2	Global Energy Politics	5
1	Seminar: Contextualizing Health [nl]	5
2	The European Union's Neighbourhood Policies	5
2	Dare to Venture	4
1	Introduction to Entrepreneurship	3
2	Business Skills [nl]	4
1	Introduction to Human Resource Management	3
1	Creating Value using Social Media	3
1	Asia's International Politics	6

- a) University code: **B LEUVEN01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **79<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Brand Management	6
1	Business Analysis	6
1	Business Information Systems	6
1	Capital Investment Policy	6
1	Consumer Behaviour	6
1	Development Economics	6
1	Econometrics	6
1	Economic Aspects of European Integration	6
1	Economics of Global Innovation	6
1	Entrepreneurial Finance	3
1	Financial Statement Analysis and Security Valuation	6
1	Industrial Organisation: Theory and Applications	6
1	Innovation Management and Strategy	6
1	International Business Strategy	6
1	Organising for Entrepreneurship	3
1	Organizational Behaviour	6
1	Performance Management	6
1	Philosophy of Technology	4
1	Political Business Strategy	6
1	Principles of Database Management	6
1	Supply Chain Management	6
1	The Foundations of Entrepreneurship	6
2	Architecture and Modelling of Management Information Systems	6
2	Competitive Analysis and Strategy	6
2	Development Cooperation	4
2	ICT Service Management	6
2	International Management	6
2	Intrapreneurship	3
2	Introduction to Management and Strategy	4
2	Labour Economics	6
2	Managerial Aspects of European Integration	6
2	Organizing in an International Context	6
2	Political Philosophy and the Ethics of Globalisation	4
2	Social Marketing	6
2	Strategic IP Management	3
2	Strategic Management	6
2	The Economics of Innovation and Intellectual Property	6
2	Welfare, Inequality and Poverty	6
1	Institutions and Policy of the European Union	6
1	The Low Countries at the Crossroads of European History	6
1	Literature, Religion and Art in Europe: An Interdisciplinary Approach	6
1	International Relations and European Integration since World War II	6
2	Flemish Art and European Culture	6
2	International Relations and European Integration since World War II	6
2	The Low Countries at the Crossroads of European History	6
2	Highlights in European Literature	6
2	Intercultural Interaction: Concepts, Approaches, Practices	6

k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Accounting for Managers	4
1	Actuarial and Financial Models	6
1	Advanced Econometrics	6
1	Advanced Macroeconomics I	6
1	Advanced Non-life Insurance Mathematics	6
1	Advanced Public Economics	6

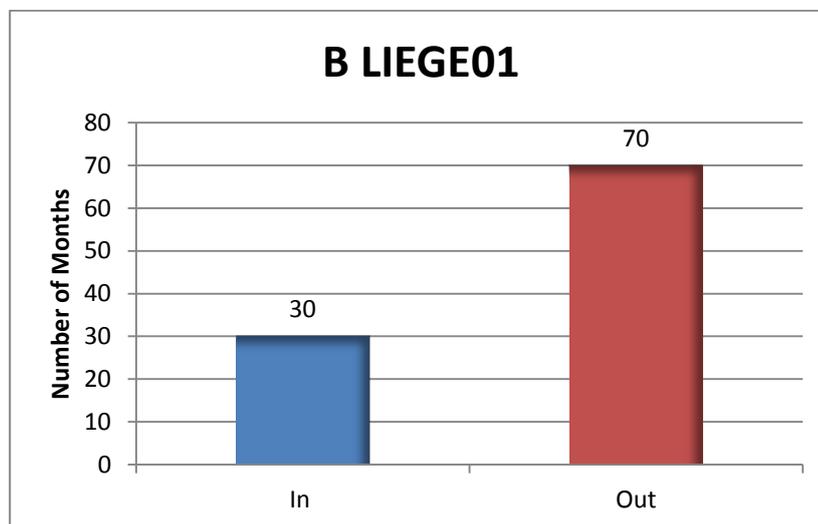
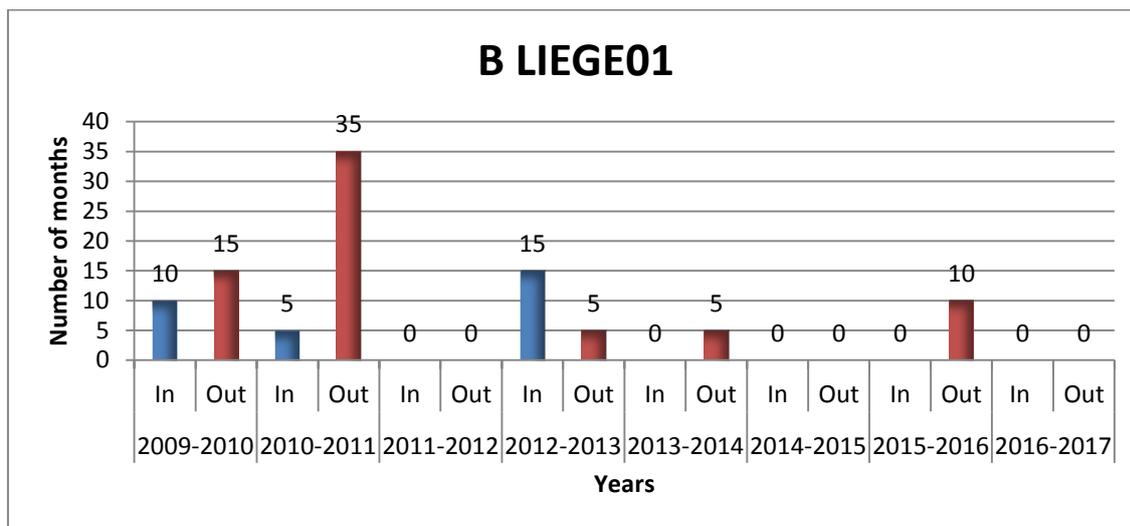
1	Advanced Time Series Analysis	6
1	Applications of Operations Research and Statistics	6
1	Applied Game Theory and Economics of Information	6
1	Applied Optimization	6
1	Behavioral Economics	6
1	Brand Management	6
1	Business Analysis	6
1	Business Information Systems	6
1	Cognitive Science	4
1	Consumer Behaviour	6
1	Credit and Banking	6
1	Development Economics	6
1	Dynamic Methods	6
1	Econometric Methods and Models	6
1	Econometrics	6
1	Economic Aspects of European Integration	6
1	Economics of Global Innovation	6
1	Entrepreneurial Finance	3
1	Environmental and Transportation Economics	3
1	European Financial Regulation	4
1	European Insurance Law	4
1	Financial Statement Analysis and Security Valuation	6
1	Foundations of Risk Measurement	6
1	Fundamentals of Financial Mathematics	6
1	Global Value Chains	6
1	Global, B2B & Service Marketing	6
1	Human-Computer Interaction	4
1	Incentives and Behavior	6
1	Industrial Organisation: Theory and Applications	6
1	Innovation Management and Strategy	6
1	Interdisciplinary Perspectives on Development and Cultures	4
1	International Accounting	6
1	International Business Finance	6
1	International Business Law	6
1	International Business Strategy	6
1	International Taxation	6
1	Loss Models	6
1	Macro-finance	6
1	Market response models	6
1	Marketing strategy modelling	6
1	Multivariate Statistics	6
1	Natural Language Processing	4
1	Network Industries and the Digital Economy	6
1	Operations Strategy in Manufacturing and Services	6
1	Organising for Entrepreneurship	3
1	Organizational Behaviour	6
1	Performance Management	6
1	Political Business Strategy	6
1	Principles of Database Management	6
1	Professional Training and Development in Profit and Non-Prof	5
1	Project and Production Scheduling	6
1	Reporting for Banks	3
1	Reporting for Insurance Companies	3
1	Security Pricing and Portfolio Selection	6
1	Simulation Theory and Applications	6
1	Solvency of Financial Institutions	6
1	Statistics for Finance and Insurance	6

1	Stochastic Models	6
1	Strategic Financial Management	6
1	Supply Chain Management	6
1	The Economics of Financial Intermediation	6
1	The Foundations of Entrepreneurship	6
1	The Law of the World Trade Organization	4
1	Trading and Exchanges	6
1	Welfare Economics	6
2	Advanced Applied Econometrics	6
2	Advanced Development Economics	6
2	Advanced Health Economics	6
2	Advanced Industrial Economics	6
2	Advanced International trade Theory	6
2	Advanced Life Insurance Mathematics	6
2	Advanced Microeconomics II	6
2	Architecture and modelling of management information systems	6
2	Asset Prices: Basic Models and Tests	6
2	Business Finance	6
2	Competitive Analysis and Strategy	6
2	Computer Vision	4
2	Data Visualisation	6
2	Economic Analysis of Law	4
2	Economics of New Technologies	6
2	Education Economics	6
2	Energy Technology & Energy Economy	6
2	European Banking and Investment Services Law	4
2	European Competition Law	4
2	European Taxation	6
2	Financial Engineering	6
2	Financial Products	6
2	ICT Service Management	6
2	International Auditing Standards	3
2	International Management	6
2	Intrapreneurship	3
2	Introduction to Auditing and International Auditing Standard	6
2	Introduction to Management and Strategy	4
2	Knowledge Management and Business Intelligence	6
2	Knowledge Representation	4
2	Labour Economics	6
2	Management Control and Cost Management	6
2	Managerial Aspects of European Integration	6
2	Multi-Agent Systems	4
2	Optimization: Special Topics	6
2	Organizing in an International Context	6
2	Project Management	3
2	Risk Management and Control	6
2	Risk Management in Financial Institutions	6
2	Security of Network and Computer Infrastructure	4
2	Social Marketing	6
2	Statistical Modelling	6
2	Strategic IP Management	3
2	Strategic Management	6
2	Substantive Law of the European Union	6
2	Text based Information Retrieval	4
2	The Economics of Innovation and Intellectual Property	6
2	The Empirics of Financial Markets	6
2	Welfare, Inequality and Poverty	6

- a) University code: **B LIEGE01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **315<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2
French	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	Only One
French	Mandatory	B2	Only One

k) List of courses in French: **Level- Bachelor**

Term	Title	Credits
1	Political Economy - Microeconomic	5
2	Political Economy - Macroeconomics	4
Each Term	English 1	7
Each Term	Finance and Accounting	7
2	Introduction to law: Public and Private law aspects	5
2	Introduction to social sciences	5
1	Analysis of organizations	5
Each Term	Mathematics for Economic and management sciences (Part 1)	7
1	Political science and globalisation	5
2	Descriptive statistics	4
2	Introduction to business	1
1	Mastering IT Tools	2
1	Analytical accounting and management control	5
2	Commercial law	5
Each Term	English 2	7
2	Computing and digital transformation	5
1	Macroeconomics	5
2	Financial Markets	5
1	Mathematics for economic and management sciences (part 2)	5
2	Microeconomics and industrial economy	5
1	Principles of marketing	5
2	Probability and statistical inference	6
2	Financial statement analysis and financing an enterprise	5
Each Term	Business Simulation	2
2	Tax law	5
2	Labour law	4
1	Econometrics	5
2	Monetary and financial econometrics	5
Each Term	English 3	7
1	Strategic Human Resources Management	5
1	Supply Chain Management	5
Each Term	German 1	3
Each Term	Advanced German 1	3
Each Term	Spanish 1	3
Each Term	Advanced Spanish 1	3
Each Term	Italian 1	3
Each Term	Advanced Italian 1	3
Each Term	Dutch 1	3
Each Term	Advanced Dutch 1	3
Each Term	German 2	7
Each Term	Advanced German 2	7
Each Term	Spanish 2	7
Each Term	Advanced Spanish 2	7
Each Term	Italian 2	7
Each Term	Advanced Italian 2	7
Each Term	Dutch 2	7
Each Term	Advanced Dutch 2	7
Each Term	German 3	6
Each Term	Advanced German 3	6
Each Term	Spanish 3	6
Each Term	Advanced Spanish 3	6
Each Term	Italian 3	6
Each Term	Advanced Italian 3	6
Each Term	Dutch 3	6

Each Term	Advanced Dutch 3	6
2	Economics of Globalization	4
2	Social Enterprise and Sustainable Development	4
2	Diversity management and professional equality	4
1	Introduction to entrepreneurship and innovation	4
1	Business Process management	4
2	Operational marketing	4
1	Institutional European law	4

l) List of courses in French: **Level- Master**

Term	Title	Credits
Each Term	Development of managerial skills	2
2	Managerial skills development	2
2	German 4	3
2	Advanced German 4	3
2	Spanish 4	3
2	Advanced Spanish 4	3
2	Italian 4	3
2	Advanced Italian 4	3
Each Term	Dutch 4	3
2	Advanced Dutch 4	3
2	Elementary German 1	3
2	Elementary Spanish 1	3
Each Term	Elementary Dutch 1	3
2	French Beginner level 1	3
1	Educational Psychology of adolescents and young adults	2
2	Elements of sociology of education	1
1	Analysis of scholastic institutions and key-players, educational policies	1
1	Media education	1
2	Special teaching - course and exercises, part 1	3
2	Teaching practice (including observation practice, teaching practice and reflexive practical work), part 1	3
2	Elementary German 1	3
2	Elementary Spanish 1	3
Each Term	Elementary Dutch 1	3
1	Elementary German 2	3
1	Elementary Spanish 2	3
1	Elementary Dutch 2	3
2	Creativity and design	3
1	German 5	3
1	Advanced German 5	3
1	Spanish 5	3
1	Advanced Spanish 5	3
1	Italian 5	3
1	Advanced Italian 5	3
1	Dutch 5	3
1	Advanced Dutch 5	3
1	Elementary German 2	3
1	Elementary Spanish 2	3
1	Elementary Dutch 2	3
1	French Beginner level 1	3
1	Law and Taxation of Financial Institutions	5
1	Advanced taxation	5
1	Advanced accountancy and taxation	5
1	Advanced commercial and corporate law	5
1	Business criminal law	5
1	Depth diagnostics of business: Legal and financial aspects	5

1	Introduction to familial entrepreneurship	5
1	Geopolitics and Cyber Politics	5
1	Philanthropy : from Theory to Practice	5
2	Professional ethics and training to neutrality and citizenship	2
2	Understand and manage the diversity of public schools	3
2	Interdisciplinary focus	1
2	Special teaching - course and exercises, Part 2	4
2	Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 2	5

m) List of courses in English: **Level- Master**

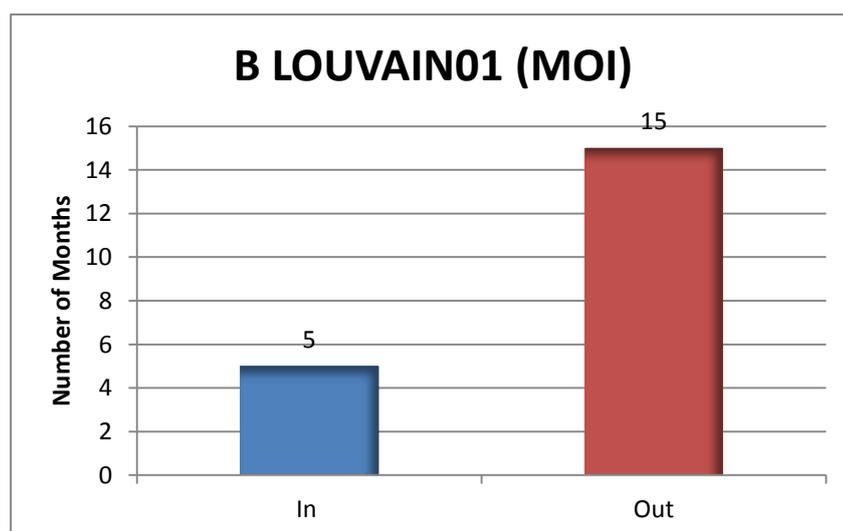
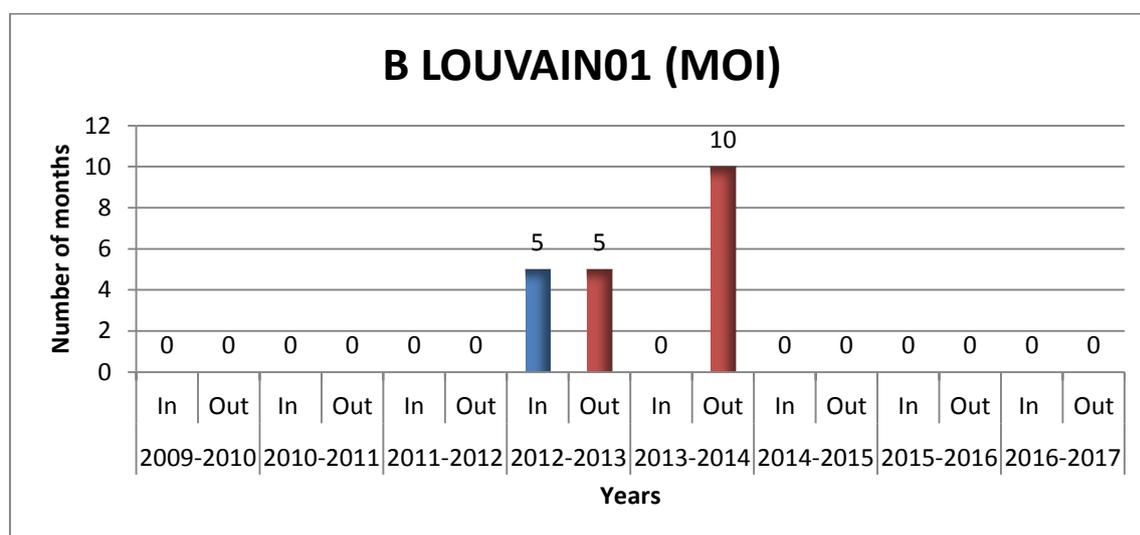
Term	Title	Credits
2	International strategy	3
1	Management information systems	5
1	Quantitative methods in management	5
1	Strategic marketing	5
1	Corporate finance	5
1	Change management	5
1	Entrepreneurship and innovation	3
2	Business ethics	3
2	Digital business	3
2	Private international law	3
1	International and Belgian taxation	3
2	Banking and insurance	5
2	Financial derivatives	5
2	Investment and portfolio management	5
2	Audit	5
1	Consolidation and IFRS	5
2	Strategic performance management	5
2	Branding and reputation management	5
2	Consumer intelligence and marketing research	5
2	Marketing analysis	5
2	Social innovation	5
2	Social business models	5
2	Impact investing	5
2	Innovation project definition and development	5
2	Topics in advanced management	5
2	Strategy and business model generation	5
2	Organizational performance assessment	5
1	Strategy and Sustainability - Seminar	4
Each Term	Portfolio of competence	5
1	Ethics, Regulation and Compliance in Finance	5
1	Financial Risk Management	5
1	International Finance	5
1	Advanced Corporate Finance and Modeling	5
1	Estate and Financial planning	5
1	Multinational Financial Management	5
1	Fund Administration & Audit	5
1	Consumer Behavior	5
1	Strategic Intelligence	5
1	Services Marketing and Management	5
1	International Marketing	5
1	Business Cases in Business-to-Business	5
1	Digital Marketing	5
1	Strategy and leadership in social enterprises	5
1	Governance and Human Resource Management in Social Enterprises	5
1	Innovation Project Definition and Development (partum II)	5

2	Project and Change Management	6
2	Consultant Roles and Responsibilities	4
2	Financial statement analysis and financing an enterprise	5
1	Analysis of organizations	5
1	English 3 - 1st part	7
2	English 3 - 2nd part	3
2	Cost Accounting	5
1	Strategic Human Resources Management	5
2	Computing and digital transformation	5
2	Introduction to Political Economy	5
2	Law and businesses	5
2	Financial Markets	5
1	Principles of marketing	5
2	Microeconomics and industrial economy	5
1	Supply Chain Management, (French)	5
1	Mathematics (part 1)	3
2	Mathematics (part 2)	3
1	Statistics	5

- a) University code: **B LOUVAIN01**
- b) Study field: **Social sciences, Business and Law (Master in international relations)**
- c) Number of spots: **1 (2)**
- d) QS World University Rankings: **154<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

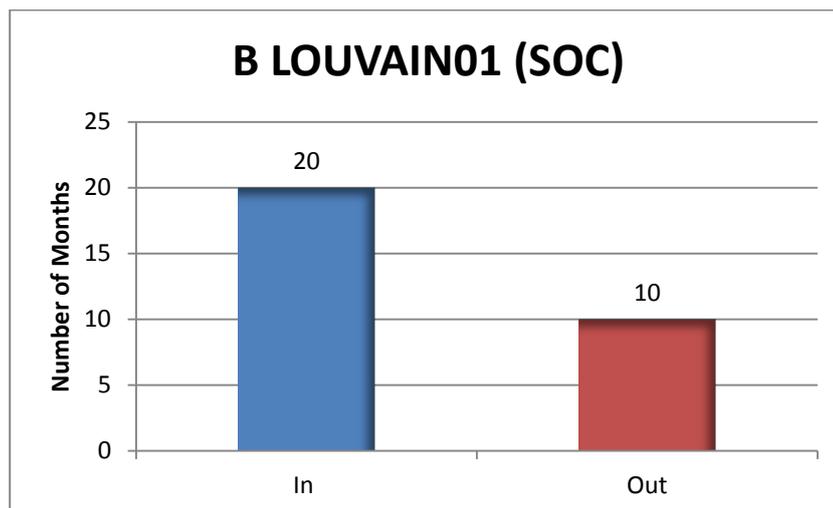
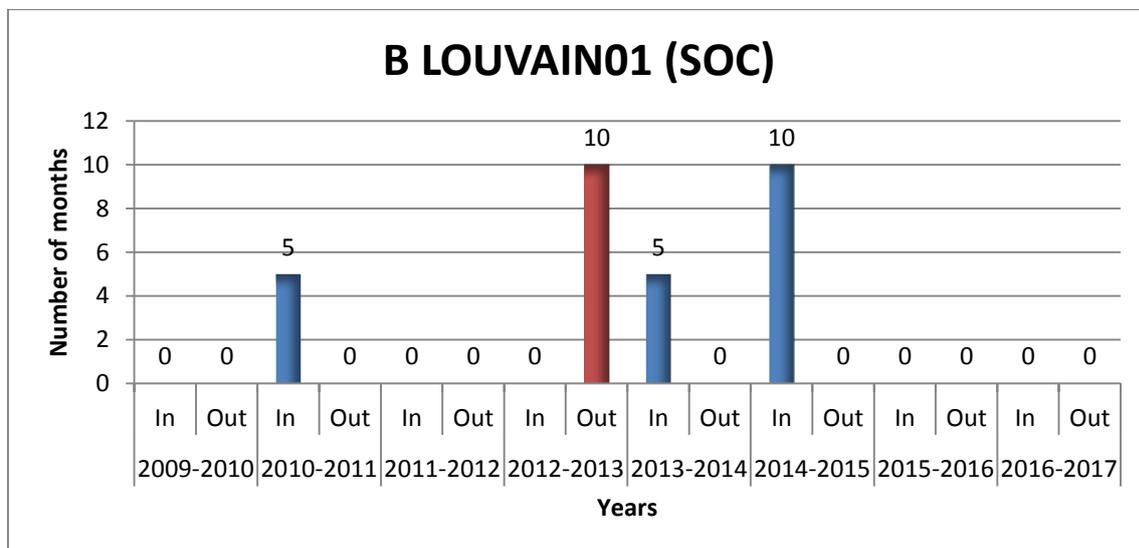


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided** Course offer in English: **Not provided yet**

- a) University code: **B LOUVAIN01**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University Rankings: **154<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

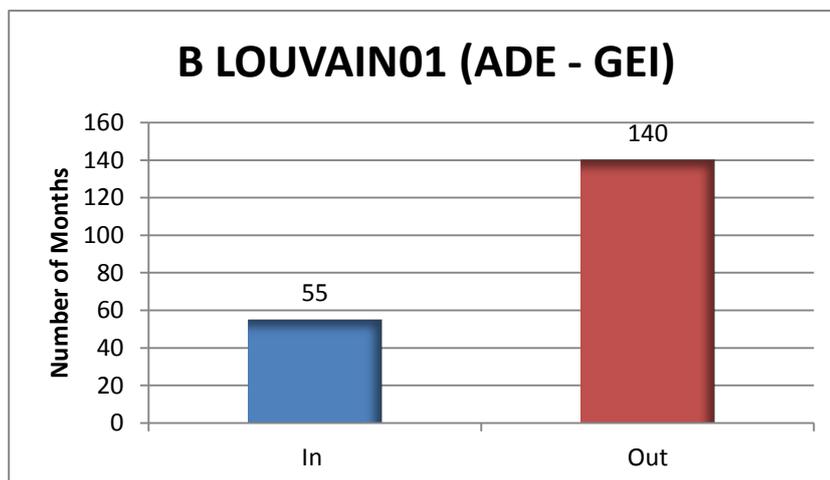
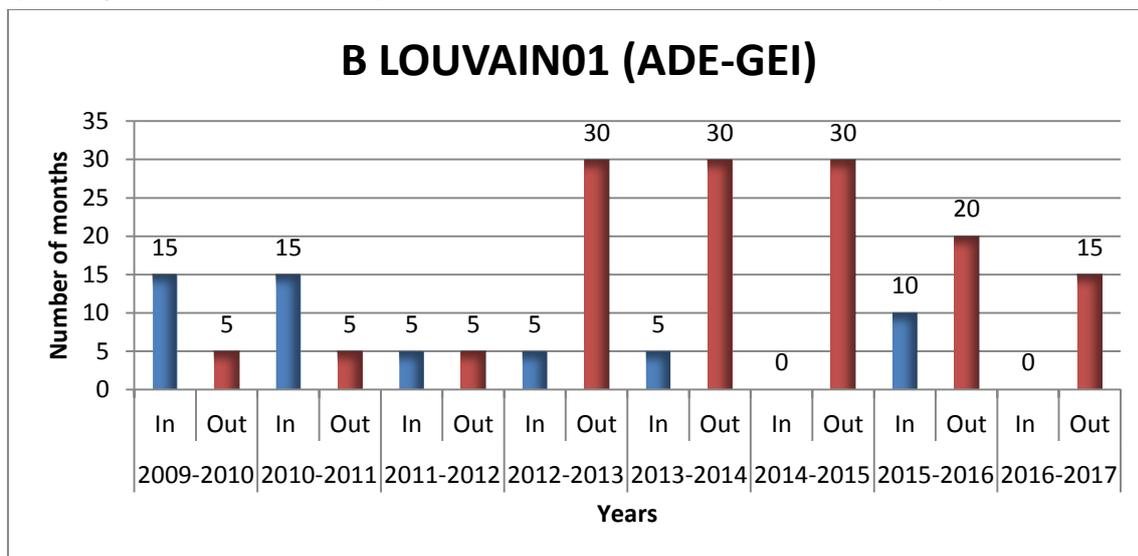


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided**

- a) University code: **B LOUVAIN01**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University Rankings: **154<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**, (bachelor level courses in French only at campus Mons)
- i) Course offer in English: **Yes**, (only master level courses)
- j) Language requirements:

Language	Status	CEFR
English	Recommended	B2
French	Recommended	B2

k) List of courses in French: **Level- Bachelor** (Not provided yet)

l) List of courses in French: **Level- Master**

Term	Course Title	ECTS
1	Environmental Management Seminar	5
1	Environment and Business	5
1	Management Control	5
1	Taxation	5
1	Technology project	10
1	Accounting and analysis of financial statements	5
1	Investor Relations	5
1	Marketing	5
1	Production management and modeling	5
1	Human Resource Management	5
1	Accounting and analysis of financial statements	5
1	Investor Relations	5
1	Marketing	5
1	Human Resource Management	5
1	Mathematics applied to management and economics	5
1	Market studies and models	5
1	Consumer's behavior	5
1	International Marketing	5
1	Organizational diagnosis	5
1	Clinical Sociology of Work	5
1	Contemporary issues and practices in HRM	5
1	Corporate Social Responsibility	5
1	Public management: strategy, organization and management control	5
2	Stochastic Finance I	5
2	Economy and Society	5
2	Environmental pollution	5
2	In-depth marketing	5
2	In-depth strategic management	5
2	Management of human resources in depth	5
2	Change management	5
2	Business Law	5
2	Management of information systems - IT management	5
2	Strategic management of technology and innovation	5
2	Performance management	5
2	Management Control	5
2	strategic management	5
2	Information Technology	5
2	Integrated Logistics	5
2	Psychosociology of Organizations	5
2	Basis of law	5
2	Production management and modeling	5
2	Management Control	5
2	strategic management	5
2	Social responsibility of the business	5
2	Information Technology	5
2	Integrated Logistics	5
2	Psychosociology of Organizations	5
2	Advanced marketing research methods	5
2	Quantitative Methods of Environmental Management	5
2	Organizational behavior	5
2	Strategic Human Resource Management	5
2	Awareness of group dynamics	5
2	Corporate Social Responsibility	5
2	Philosophical approach to strategy and innovation	5
2	Object-Oriented Design and Data Management	5

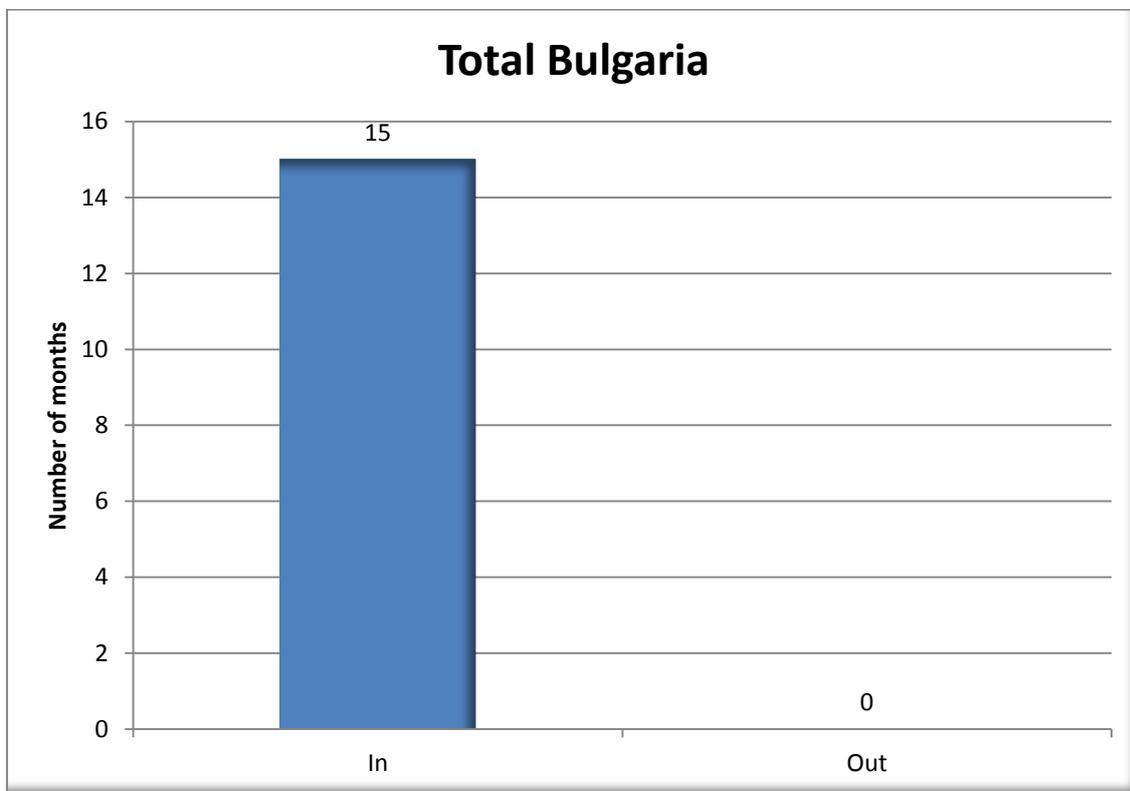
m) List of courses in English: **Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Industrial Organization and Competition Policy	5
1	Economics of Competition Policy	5
1	Regulation: Theory and Practice	5
1	Social responsibility in Economic life	5
1	Quantitative project	10
1	Project management	5
1	Business to Business marketing	5
1	Management of financial institutions	5
1	Corporate Finance	5
1	International financial reporting standards	5
1	European Corporate Governance	5
1	Introduction to Supply Chain Management	5
1	Tools for Supply Chain Management decisions	5
1	Supply Chain Coordination and Sourcing	5
1	Innovation Management	5
1	Economics of Innovation	5
1	Developing Innovative Venture	5
1	European Economic Policy	5
1	Corporate Strategy in Europe	5
1	Corporate Social Responsibility	5
1	Advanced Finance	5
1	Advanced Human Resource Management	5
1	International Management of Human Resources	5
1	International Financial Management	5
1	Supply Chain Modelling and Management	5
1	Legal Aspects of International Business Management	5
1	Entrepreneurship	5
1	Computational finance	5
1	Elements of stochastic calculus	5
2	Asset and Liability Management	5
2	Stochastic Finance in Insurance	5
2	Social Entrepreneurship	5
2	Globalization, firms and trade	5
2	Ethics and ICT	5
2	Knowledge management	5
2	Analyse des données quantitatives - Quantitative data analysis	5
2	Strategic Management of Information Systems	5
2	Brand Management	5
2	Strategic Communication	5
2	E-Marketing	5
2	Econometrics of financial markets	5
2	Empirical Finance	5
2	Entrepreneurial finance	5
2	Operations Management and Factory Physics	5
2	Transportation and Logistics	5
2	Supply Chain Planning	5
2	European Business	5
2	Industrial Relations in Europe	5
2	European Public Affairs	5
2	Strategic Management of Start ups	5
2	Auditing	5
2	Supply Chain Management	5
2	Management Accounting	5
2	Advanced Marketing	5
2	Advanced Strategic Management	5
2	International Marketing Management	5
2	Advanced corporate finance	5

2	International Business	5
2	E-Management	5
2	Project evaluation	5
2	Seminar of current economical, managerial and political issues	5
2	Advanced Seminar in Corporate Social Responsibility	5
2	Derivative pricing	5
2	Economics of the Internet	5
2	Regenerative Economy	5
2	Data mining and decision making	5
2	Computer supported collaborative work	5



# Bulgaria (BG)

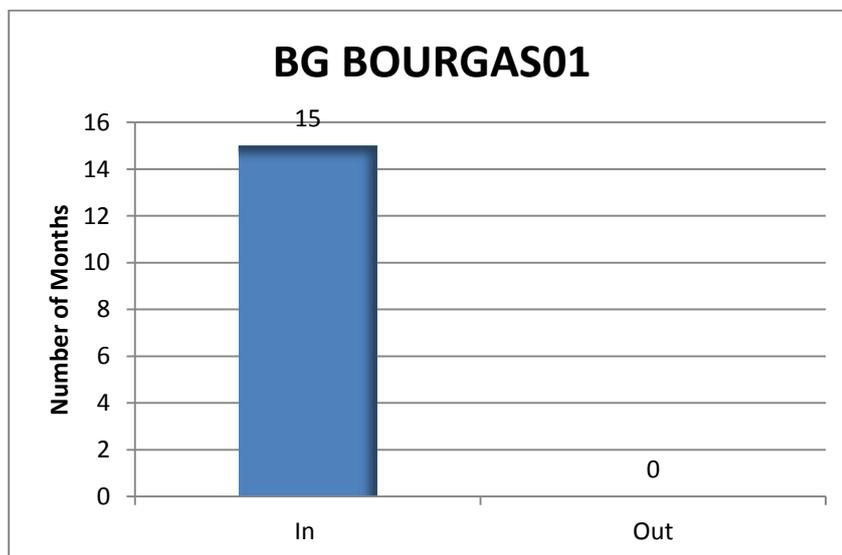
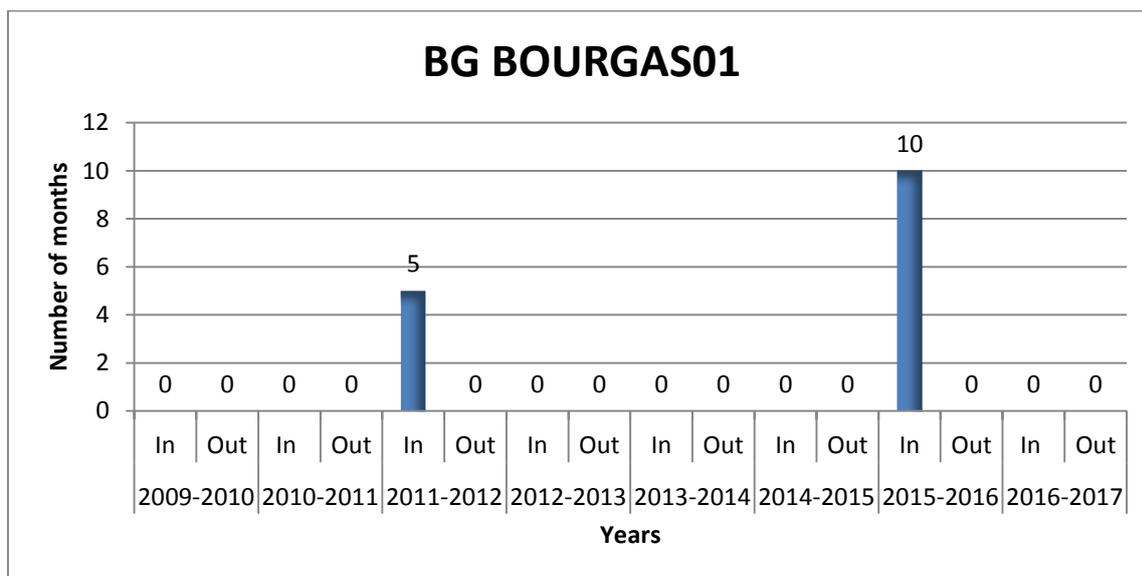




- a) University code: **BG BOURGAS01**
- b) Study field: **Business**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Mandatory	B1
Bulgarian	Recommended	B1

j) List of courses in English: **Level- Bachelor**

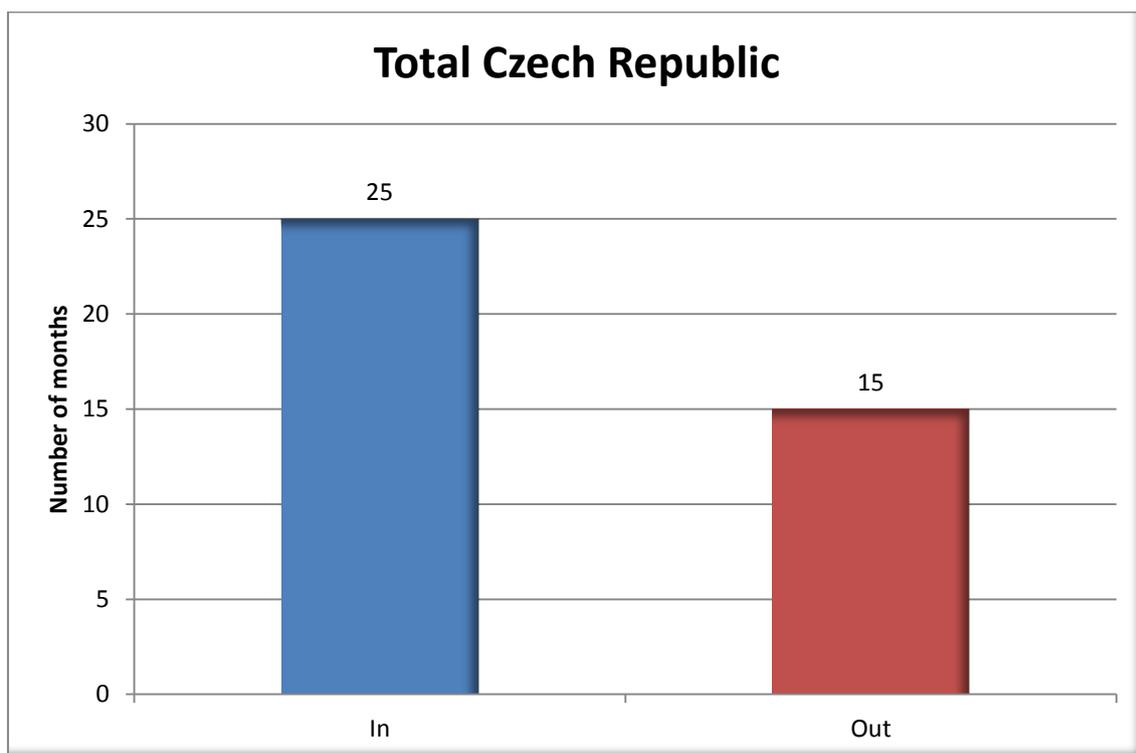
Term	Title	ECTS
1	Macroeconomics	7
2	Microeconomics	6
1	International Economics	6
2	Fundamentals of Management	6
1	Computer Science	7
2	Information Systems and Technologies	6
2	Marketing	6
1	Marketing Research and Marketing Information System	6
1	International Marketing	3
2	Product Policy	6
1	Sales Management	6
1	Marketing in Tourism	6
1	Communication Policy	6
1	Human Resource Management	6
1	Organizational Behaviour	6
2	Innovation and Investment Management	6
1	Business Planning	6
2	Project Management	6
2	Multimedia Technologies and Computer Animation	6
1	Quantitative Methods for Management	6
2	Management Information Systems	6
2	Public Service Management	6
1	International Economic Relations	6
1	Strategic Marketing in International Business	6

k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Macroeconomics	7
2	Microeconomics	6
1	International Economics	6
2	Fundamentals of Management	6
2	Relationship Marketing and CRM	6
1	Analysis of Operative and Tactical Information	6
2	Managerial Economics	6
1	Marketing Research and Marketing Information System	6
2	International Marketing	3
2	Global Economics	6
1	Marketing in Tourism	6
1	Human Resource Management	6
2	Innovation and Investment Management	6
1	Business Planning	6
2	Project Management	6
1	Strategic Marketing in International Business	6



# Czech Republic (CZ)



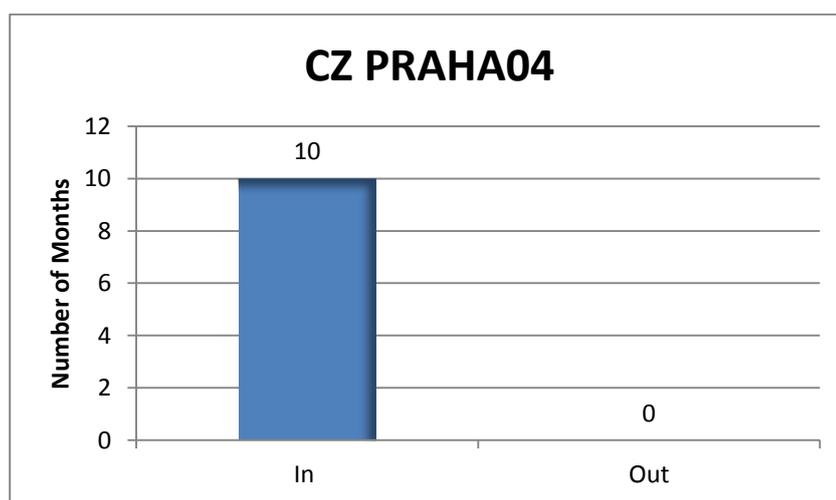
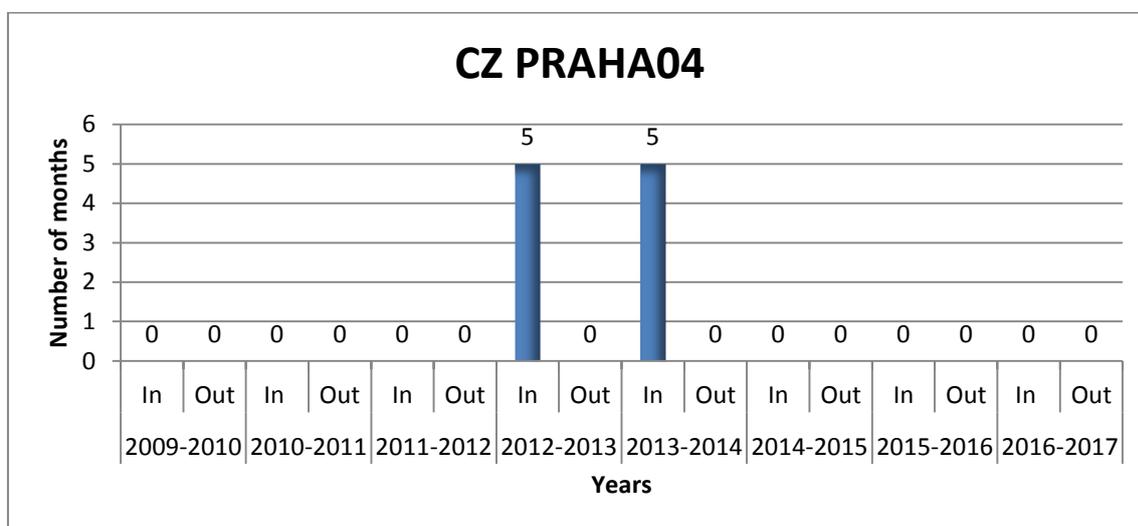
# ACADEMY OF PERFORMING ARTS IN PRAGUE



- a) University code: **CZ PRAHA04**
- b) Study field: **Master in Cultural Management**
- c) Number of spots: **0,5**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in English: **Yes**
- h) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

i) List of courses in English: **Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Modern Czech Theatre in Theory and Practice	3
1	Performance Analysis I	3
1	Erasmus project I	12
1	Copyright Law 1	3
1	Czech Theatre Infrastructure 1	2
1	Economy of the Theatre Operation 1	3
1	Theatre marketing 1	2
1	Project management 1	3
2	Modern Czech Theatre in Theory and Practice	3
2	Performance Analysis II	3
2	Erasmus project II	12
2	Copyright Law 2	3
2	Czech Theatre Infrastructure 2	2
2	Economy of the Theatre Operation 2	3
2	Theatre marketing 2	2
2	Project management 2	3

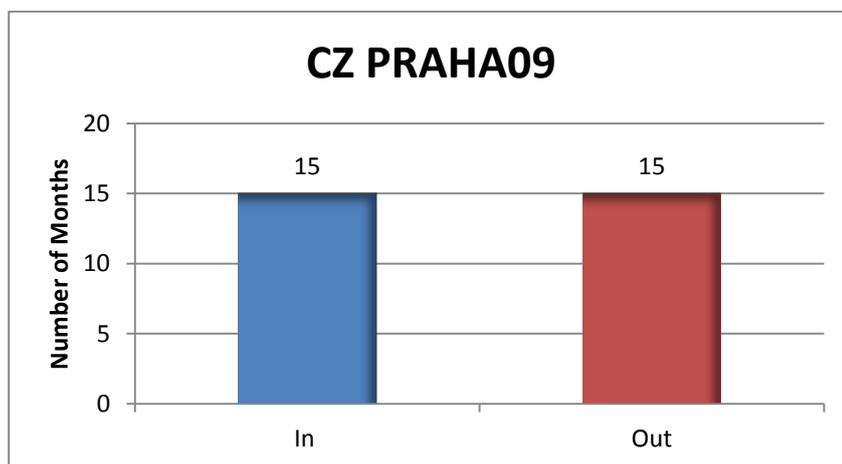
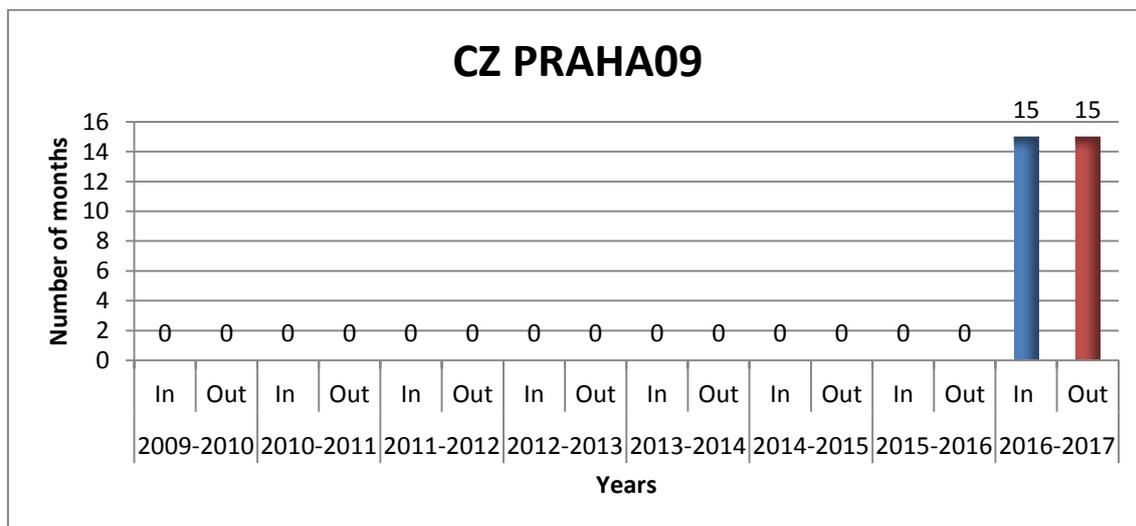
# VYSOKÁ ŠKOLA EKONOMICKÁ V PRAZE



- a) University code: **CZ PRAHA09**
- b) Study field: **Business and Economics**
- c) Number of spots: **1,5 (3)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, (bachelor students can choose a course that is for masters and masters for bachelors if it is necessary and both parties (home university and the lecturer) agree with the student taking the course).
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

j) List of courses in English: **Level- Bachelor**

Term	Course name	ECTS
Each Term	Accountant in Business	3
Each Term	Accounting for Performance Measurement	3
2	Advanced Financial Management Techniques: Application in an International Settings - in English	3
Each Term	America from Independence to Financial Crisis: Special Topics in U.S. Economic History	4
2	American Civilization (C1)	6
1	Anglo-American Academic Writing(C1)	3
2	Audit and Controlling	6
Each Term	Banking and Financial Institutions	3
1	Basic Czech for foreigners (A1)	3
2	Basic French for Economists II	3
2	Basic German for Economists 2 (A1/A2)	3
1	Basic Spanish for Economists I	3
2	Basic Spanish for Economists II	3
Each Term	Basics of Project Management	3
2	Behavioral Economics	6
Each Term	Bitcoin usage in business -- practical seminar	3
2	Bond Theory and Praxis	3
2	Branding and (Re)Positioning in International Marketing	3
2	Business Cultures of the Latin American Nations - in English	3
2	Business Ethics	4
Each Term	Business in Russia	3
1	Business Strategies for the Base of the Pyramid	3
Each Term	Chapters in Economic Policy	3
Each Term	Chapters in History of the Cold War	3
1	China and Taiwan's Foreign Economic Relations	3
Each Term	China's Foreign Trade and Investment Development	3
Each Term	Chinese - Elementary Course A for IBB (A1)	3
Each Term	Civil Society and Public Sphere in Europe - in English	3
Each Term	Commercial Correspondence	3
1	Commercial English (C1)	6
Each Term	Competition Policy and Regulation	6
1	Complementary services of international business – freight forwarding and transport	3
Each Term	Computer Graphic and Typesetting	6
Each Term	Conflict Resolution Simulations in English	3
1	Consumer Behaviour	5
2	Consumer Culture, Marketing Communications and Media	3
1	Corporate Finance	6
Each Term	Crypto currencies and other alternative monetary solutions in worldwide practice	3
Each Term	Cultural History of the Czech Lands	7
1	Czech Republic and EU	6
1	Demography I	4
2	Development Economics	5
2	Discussion Seminar	4
Each Term	Doing business in the Russian market - in English	6

Each Term	Drugs and Economics	3
2	Economic and Environmental Sustainability in the Far East	3
2	Economic and Political History of Europe in the 20th Century (1918-1991)	3
Each Term	Economic Geography of the Balkans	3
2	Economic History	5
1	Economic potential of the Middle East and North Africa region	3
Each Term	Economics and Psychology I	4
2	Economics of Life	5
Each Term	Effective Communication	3
Each Term	English Grammar in Use 1 (B2/C1)	3
Each Term	Entrepreneurship	6
2	Essentials of Marketing Research	3
2	EU Competition Law and Antitrust Economics	3
Each Term	European Politics in Comparative Perspective - in English	3
Each Term	Exam practice for BEC Higher(C1)	3
Each Term	Exam practice for BEC Vantage	3
Each Term	Exam practice for CAE(C1)	3
Each Term	Financial Management in International Business	6
2	Financial Mathematics	6
Each Term	Financial regulation and risk management	3
Each Term	Financial reporting under IFRS and U.S.GAAP - Basic Concepts	3
Each Term	Financial Theory, Policy and Institutions	5
Each Term	Foundations of Business Strategy	6
1	French for beginners I (A0/A1)	3
Each Term	From Empire to Twenty-First Century Britain: Economic and Political Development of Great Britain in the 19th and 20th	4
Each Term	From Kafka to Havel: Introduction into the History and Culture of Czech Lands	3
Each Term	Fundamentals of Accounting	3
2	Game Theory	6
Each Term	Global Consumer Behaviour	3
Each Term	Globalization and its economic and social aspects	6
2	Globalization and World Politics	7
1	Health Economics	4
Each Term	History of Latin America after 1945	3
Each Term	Human Resource Management Seminar	4
1	Human Resources Management in International Context - in English	3
2	Institutional Economics	5
Each Term	Insurance Industry and Insurance Products	3
1	Intercultural Awareness and Communication in Business (C1)	3
Each Term	Intercultural Communication in Tourism and Hospitality Industry	3
2	Intercultural Negotiation - in English	3
1	Intermediate Spanish for Economists 3 (B1/B2)	3
Each Term	Intermodal Transportation	3
Each Term	International Business Operations	6
Each Term	International Financial Management	6
2	International Negotiation Strategies: Techniques and Simulations	3
Each Term	International Relations for exchange students	6
1	International Strategic Management - The competitive Advantages of Nations	3
Each Term	International Trade for Exchange Students	6
2	International Transport and Forwarding	3

Each Term	Introduction into Social Cost-Benefit Analysis	6
Each Term	Introduction to China's History and Culture	3
1	Introduction to environmental economics	5
Each Term	Introduction to Environmental Economics and Policy - in English	6
2	Introduction to Financial and Insurance Mathematics	6
Each Term	Introduction to Game Theory	4
Each Term	Introduction to International Business Communications	3
1	Introduction to law and economics	3
2	Introduction to online marketing in Tourism industry	3
Each Term	Introductory Econometrics	6
2	IT Systems	3
1	Japanese Management Style	3
Each Term	Lean Six Sigma	6
1	Lobbying in Modern Democracy - in English	6
Each Term	Logistics	5
1	Low Intermediate Czech for Foreigners (B1)	6
Each Term	Lower Intermediate French for Economists 1 (A1/A2)	3
2	Lower Intermediate Spanish for Economists 2 (A2)	3
2	Macroeconomic analysis for financial markets	3
Each Term	Macroeconomics I	6
Each Term	Management	4
2	Management across Cultures	3
2	Managerial Accounting and Performance Analysis	6
2	Marketing 1	6
2	Marketing and Business Policy	5
Each Term	Mathematics for economists	6
Each Term	Media in the Process of Modern Political Transformation: the Case of Russia - in English	3
Each Term	Microeconomics I	6
1	Migration in International Relations	3
2	Model United Nations	3
Each Term	Multicriterial analysis in quality of living and recreation	6
2	Natural resources economics and energy policy	3
1	Operations Management	6
Each Term	Operations Research	3
1	Organization Theory and Design	3
2	Organizational architecture	4
Each Term	Organizational Design	7
1	Personnel Management 1	6
2	Position of the Czech Republic in World Tourism – Study trip abroad	3
Each Term	Presentation Skills	3
Each Term	Presenting in English	3
1	Principles of Experimental Economics	3
Each Term	Project Management	3
1	Psychology and sociology in management	5
2	Psychology in Organizations - in English	3
Each Term	Public Finance	3
Each Term	Quality of Working Life	6
2	Quality, Environment, Health and Safety Management	3
Each Term	Regional Economics	6

2	Retail Management	9
Each Term	Rhetoric in Business Use	3
Each Term	Rural Tourism	3
Each Term	Society and Politics in Latin America - in English	3
2	Sociological Problems of Contemporary European Society	7
1	Sociology of International Relations - in English	6
2	Sociology of Virtual Organization	6
1	Stochastic Processes and Risk in Finance and Insurance	6
2	Strategic Leadership and Management of the CSR	4
1	Success in Statistics	3
Each Term	Supply Chain Management	3
1	Taxation in the CR and EU	3
2	Taxes	6
2	The economic potential of the post-Soviet region - in Russian	6
Each Term	Theory and practice of investment process	3
1	Transactional Analysis in Organizations	3
Each Term	Web 2.0 & Social Network Services	4
1	World Economy – for exchange students	6
2	World Economy Trends	4

k) List of courses in English: **Level- Master**

Term	Title	ECTS
2	Advanced Econometrics	6
2	Advanced Statistical Methods	3
Each Term	America from Independence to Financial Crisis: Special Topics in U.S. Economic History	4
2	American Civilization (C1)	6
Each Term	Anglo-American Academic Writing(C1)	3
2	Applied Microeconomics	5
Each Term	Applied Quantitative Methods II	6
Each Term	Asia in International Relations	6
Each Term	Asia in International Relations - in English	6
2	B2B Marketing	3
1	Basic Czech for foreigners (A1)	3
1	Basic Spanish for Economists I	3
2	Behavioral Economics	6
Each Term	Bond Theory and Praxis	3
1	British Civilization (C1)	6
Each Term	Business Ethics	6
1	Business Process Engineering	6
Each Term	Business Strategies	3
1	Business Valuation (in English)	3
2	Channel Distribution Marketing	3
Each Term	Chapters in History of the Cold War	3
Each Term	China in International Politics and Diplomacy	6
1	Chinese - Elementary Course A for IBB (A1)	3
1	Commercial Correspondence in English (B2)	3
Each Term	Commercial English (C1)	6
1	Communication Management in the Public Sector	3
2	Competing in Global Markets	3
Each Term	Competition Policy and Regulation	6
Each Term	Computational Methods and Data Analysis	6
Each Term	Contemporary Diplomatic Practice - in English	6
Each Term	Contemporary International Negotiation Practice	3
2	Contested Boundaries in the Middle East and North Africa	3

2	Corporate Finance and Strategic Investments	3
1	Corporate Governance	7
1	Credit Risk Management and Modeling	3
Each Term	Credit Risk Modeling and Management	4
1	Cross Cultural Business Negotiations	3
Each Term	Cross Cultural Communication and Management	3
2	Cross Cultural Communication and Management	3
Each Term	Cultural Differences in International Tourism	6
1	Demography I	4
2	Demography II	3
1	Design Thinking	6
2	Design Thinking and anthropology in strategy	6
2	Development Economics	5
Each Term	Drugs and Economics	3
2	Economic and Political History of Europe in the 20th Century (1918-1991)	3
2	Economic Demography I	3
2	Economic Geography and Development of Emerging Markets	3
Each Term	Economic Geography of the Balkans	3
Each Term	Economic Integration of Central Europe to the EU - in English	6
1	Economic Statistics	6
Each Term	Economics and Psychology I	4
1	Economics of Crime	4
Each Term	Economics of religion	4
1	Energy Economics	3
1	English Grammar in Use 1 (B2/C1)	3
2	Enterprise Information Modelling	6
1	Entrepreneurship and New Business Venturing	7
Each Term	Environmental and Energy Economics	3
2	EPSO Tests Preparation Course	3
2	Ethics in HRM	4
1	EU Competition Law and Policy	3
1	European Sustainable Development Policy - in English	3
Each Term	Exam practice for BEC Higher(C1)	3
Each Term	Exam practice for BEC Vantage	3
Each Term	Exam practice for CAE(C1)	3
2	Financial Derivatives	6
Each Term	Financial Derivatives I	3
Each Term	Financial Management in International Business - in English	6
Each Term	Financial reporting under IFRS and U.S.GAAP - Case Studies	3
Each Term	Fiscal Policy	3
2	Foreign Policy Making and Analysis	6
1	French for beginners I (A0/A1)	3
Each Term	From Empire to Twenty-First Century Britain: Economic and Political Development of Great Britain in the 19th and 20th	4
Each Term	From Kafka to Havel: Introduction into the History and Culture of Czech Lands	3
2	Game Theory	6
Each Term	Games and Decisions	3
1	Global Finance	3
1	Global marketing - future trends	3
Each Term	Global Supply Chain Management	6
2	Globalised International Relations	3
2	Globalization and World Politics	7
2	Globalization in International Relations	6
1	Health Economics	4
Each Term	History of Latin America after 1945	3
1	How to start a start-up	3
Each Term	Human Resource Management Seminar	4
2	Information Management	6

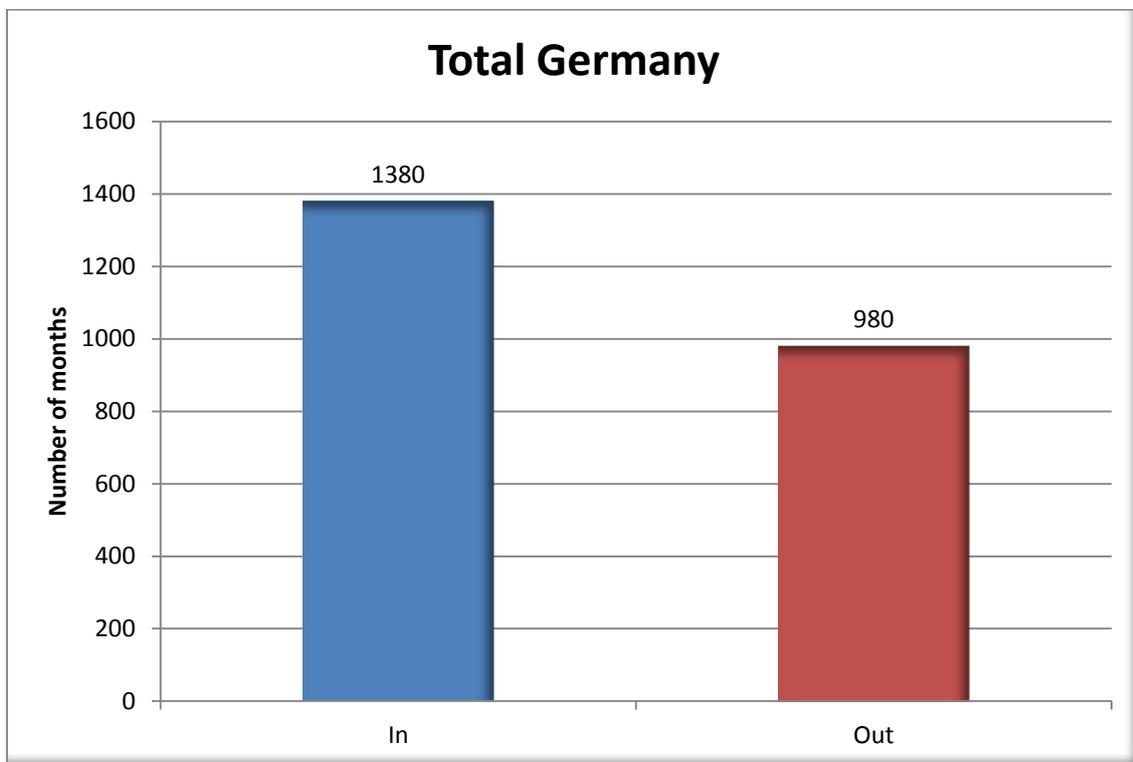
1	Information Systems Audit	6
Each Term	Information Systems Management	3
Each Term	Insurance Industry and Insurance Products	3
1	Intercultural Awareness and Communication in Business (C1)	3
Each Term	Intercultural Communication for Managers - in English	4
Each Term	Intercultural Negotiations	3
1	Intermediate Spanish for Economists 3 (B1/B2)	3
2	International Art Market	3
Each Term	International Brand Communication Strategy	3
1	International business communication	4
Each Term	International Financial Markets	3
Each Term	International Logistics	4
Each Term	International Management - in English	6
1	International Management in Global Culture	3
1	International Management in the Era of Globalisation	6
Each Term	International marketing communications	6
Each Term	International Marketing for exchange students	6
Each Term	International Marketing Management System Online(GMMSO): Planning and Strategy	3
2	International mergers and acquisitions - in English	3
1	International Security Relations after the End of the Cold War	6
Each Term	International Trade	3
Each Term	International Trade for Exchange Students	6
1	International Transport and Forwarding	3
Each Term	Introduction to Environmental Economics and Policy - in English	6
2	Introduction to Financial and Insurance Mathematics	6
1	Knowledge Discovery in Databases	6
1	Knowledge Management	3
Each Term	Language and Diplomacy	3
Each Term	Lobbying in Modern Democracy - in English	6
1	Lower Intermediate French for Economists 1 (A1/A2)	3
Each Term	Luxury Marketing	3
Each Term	Macroeconomics II	6
Each Term	Macroeconomics III	6
Each Term	Management and marketing of cultural tourism	3
1	Management Control Systems	3
Each Term	Management of cultural tourism in EU	3
2	Management of Enterprise IT	6
1	Management of Knowledge Workers	8
Each Term	Manager in Intercultural Environment - in English	6
Each Term	Maritime and Multimodal Transportation	6
1	Mathematical and probabilistic methods in life insurance (in English)	6
1	Methods and Standards of Project Management	6
1	Microeconomics 2	6
2	Microeconomics III	6
1	Modern Risk Management	3
2	Modern Trends In Innovation Management	6
Each Term	Multicriterial analysis in quality of living and recreation	6
Each Term	Multicultural Europe	3
1	Multiple Criteria Decision Making	6
2	Natural resources economics and energy policy	3
Each Term	New Media and Social Network Services	3
1	Non-life Insurance Models	3
1	Open Economy Macroeconomics - in English	3
Each Term	Opportunity recognition and Business Model Development	6
Each Term	Organisation Life Cycle Impact on Company's Management	4
Each Term	Organizational Design	7
Each Term	People Management in Multicultural Environment	4

Each Term	Policy Evaluation and Cost-Benefit Analysis	5
Each Term	Practical Aspects of International Taxation in Relationship to International Trade - in English	6
Each Term	Presenting in English	3
1	Principles of Experimental Economics	3
Each Term	Principles of Investment & Security Analysis	3
2	Probabilistic and statistical methods in non-life insurance	6
2	Probability and Mathematical Statistics 2	6
1	Probability and Mathematical Statistics I	6
1	Product management	3
2	Product service feasibility analysis	3
Each Term	Project Management	3
1	Project Management Simulation	4
Each Term	Purchasing	4
Each Term	Quality of Working Life	6
1	Real Estate Finance and Law	3
2	Regional Economics	6
2	Regression	6
Each Term	Retail War: negotiation simulation - in English	3
Each Term	Rhetoric in Business Use	3
2	Sales Management	3
1	Shopper Marketing	3
1	Simulation of Systems	6
1	Social Cost-Benefit Analysis of Strategic Projects and Regulations	6
2	Sociological Problems of Contemporary European Society	7
1	Sociology of International Relations - in English	6
2	Sociology of Virtual Organization	6
2	Statistical Methods and Capital Markets	3
1	Stochastic Processes and Risk in Finance and Insurance	6
1	Strategic alliances, mergers and acquisitions in international business	3
2	Strategic Leadership and Management of the CSR	4
Each Term	Strategy	6
Each Term	Taxation of International Employment	3
Each Term	The EU as an actor in international relations	6
2	Theories of International Relations	6
Each Term	Theory and practice of investment process	3
1	Time Series	6
Each Term	Tourism Industry-Internat. Integration and Ec.Devel. Phenom.	3
Each Term	Transport	6
2	Trends in World Tourism – Study Trip abroad	3
Each Term	Understanding economic and social indicators	3
Each Term	Valuation and Financing of Investment Projects	6
Each Term	Web 2.0 & Social Network Services	4
1	White-Collar Crime - in English	3



# Germany

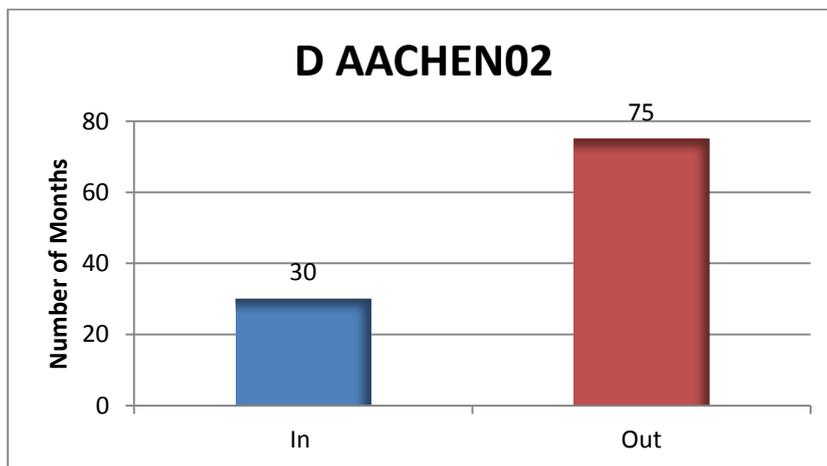
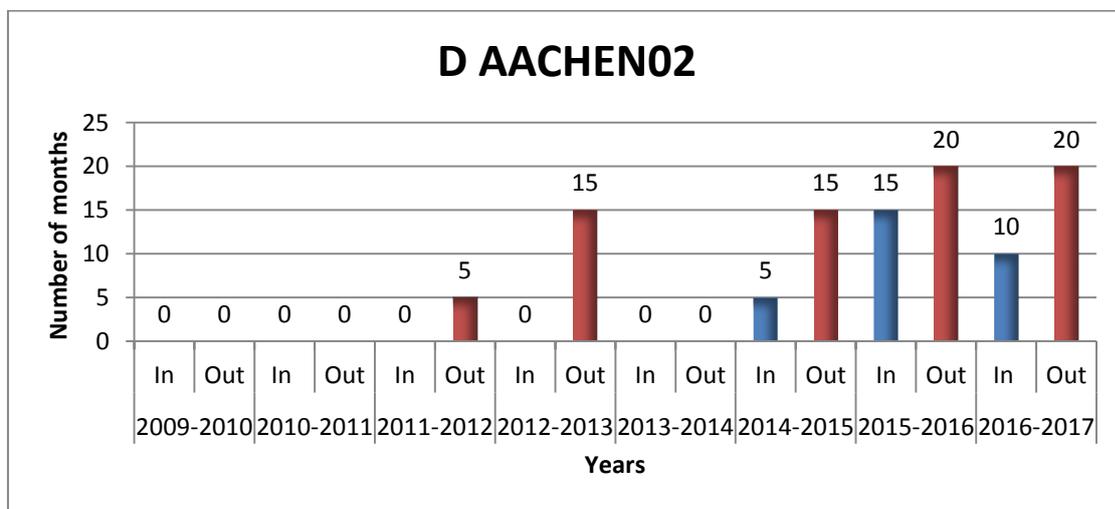
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- a) University code: **D AACHEN02**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **146<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B1
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes** (if students are in their 4<sup>th</sup> year of Bachelor degree)
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	MANDATORY for taking part in classes held in English	B2
German	MANDATORY for taking part in classes held in German	B2

Note: Postgraduate courses are taught in German throughout the winter term and in English during the summer term.

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
Each Term	Basics of Business Economics/Accounting	5
Each Term	Business Mathematics 1 and Statistics 1	5
Each Term	Language / Social Competence 1	5
Each Term	Human Resource Management	5
Each Term	Business Law (private part) 1	5
Each Term	Introduction in Economics	5
Each Term	Business Law (private part) 2	5
Each Term	Business Mathematics 2	5
Each Term	Language/Social Skills 2	5
Each Term	Business Taxation - Fundamentals and Basic Types of Taxes	5
Each Term	Accounting 1	5
Each Term	Cost Accounting	5
Each Term	Microeconomics	5
Each Term	Information Technology in Business	5
Each Term	Marketing	5
Each Term	Accounting 2	5
Each Term	Finance	5
Each Term	Statistics 2	5
Each Term	Macroeconomics	5
Each Term	Business Information Systems	5
Each Term	Organization	5
Each Term	Introduction to Operations Management	5
Each Term	Specialisation 1 - Module A	5
Each Term	Business Management (incl. business game)	5
Each Term	Specialisation 1 - Module B	5
Each Term	Specialisation 2 - Module A	5
Each Term	Specialisation 2 - Module B	5
Each Term	Specialisation 3 - Module A	5
Each Term	Specialisation 3 - Module B	5
1	Logistic-Consulting	5
1	Process and Supply Chain Management	5
1	Cost Management	5
1	Management Accounting and Control for Industries and Business Functions	5
1	Financial Markets and Financial Services	5
1	Derivative Financial Instruments	5
1	International Business Law	5
1	Principles of International Economics	5
1	E-commerce	5
1	Conceptual Marketing	5
1	Instrumental Marketing	5
1	Organisation and Business Management	5
1	Organisational Design	5
1	Organisation Management	5
1	Marketing of Industrial Goods	5
1	e-Commerce	5

1	Sales Management	5
1	Leadership & Personality 1	5
1	Management training	5
1	Preparation and analysis of consolidated financial statements	5
1	Financial accounting according to IFRS (International Financial Reporting Standards)	5
1	Taxation of Companies including specific legal forms and corporate groups	5
1	DATEV-Management Consulting	5
1	Audit of annual accounts	5
1	Generally accepted auditing standards and audit of consolidated financial statements	5
1	Employment Contract Law	5
1	International Business Law	5
1	Corporate Law	5
1	Economic Policy	5
1	Topics in Economics	5
1	Internet based Systems in Business	5
1	Requirements and Test Management	5
1	Informations management III: IT Project Control	5

l) List of courses in German: **Level- Master**

Term	Title	ECTS
1	International management	6
1	Business Intelligence	6
1	Establishment and verification of financial statements according to international standards	6
1	Controlling international companies	6
1	International law and business conglomerates	6
1	International company taxation	6
1	Customer-centric marketing	6
1	International brand management	6
1	Business models in service	6
Master thesis	Research Methods	6
Master Thesis	Project Proposal	6

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Business Taxation	5
2	Finance	5
2	Ludus ( Business Management Simulation)	5
2	Principles of International Economics	5
2	Macroeconomics	5
2	Derivative Financial Instruments	5
2	International Business Law	5
2	Introduction to Operation Management	5
2	Marketing	5
2	International Management Training	5
2	International Taxation	5
2	Information Systems	5

n) List of courses in English: **Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
2	Governance and Responsibility	6
2	International Economics	6
2	Cross Cultural Competences	6
2	Finance for Global Managers	6
2	Business Case	6
2	Management of Sales and Services	6
2	International Supply Chain Management	6

o) List of language courses available:

<b>Title</b>	<b>ECTS</b>
Business English (B1, B2, C1)	5
Business French (B2, C1)	5
Business Spanish (B2, C1)	5
German Intensive Course	5
German for Students of Foreign Partner Universities	5
Business German (B2)	5
Academic Writing Workshop C1	5

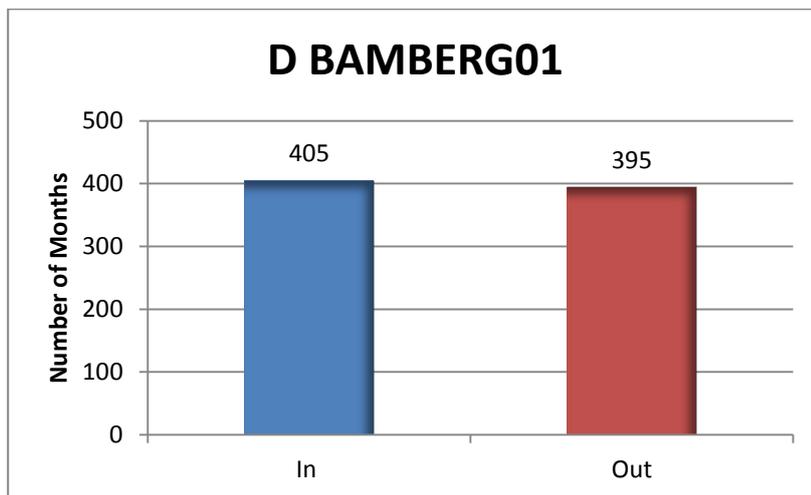
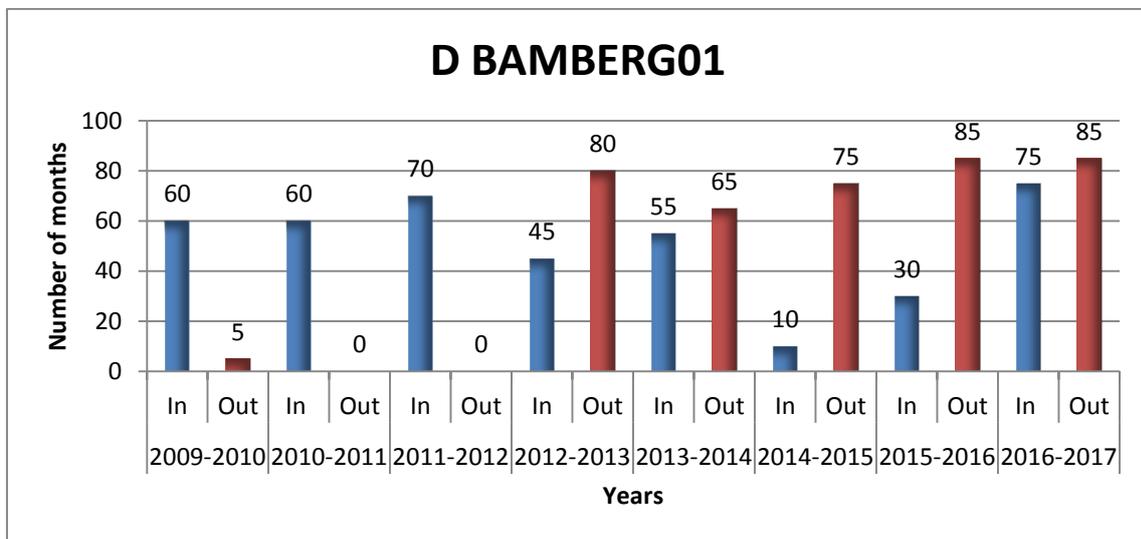
# OTTO - FRIEDRICH - UNIVERSITÄT BAMBERG



- a) University code: **D BAMBERG01**
- b) Study fields: **Business, Economics and Sociology**
- c) Number of spots: **2 (4) / 8 (16)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B1
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Recommended	B1
German	Recommended	B1

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	Accounting in accordance with IFRS – Basics	6
2	Accounting in accordance with the German Commercial Code	6
Full Year	Analysis of Social Structure I and II	10
1	Applied Game Theory	6
2	Applied Microeconometrics	6
Full Year	Applied Statistics on PC	4
2	Auditing and Corporate Governance	6
Full Year	Basics of Business Taxation	6
Full Year	Basics of International Taxation	6
2	Big Cities in the Age of Globalization	5
1	Bookkeeping	6
Full Year	Business Model Innovations	6
1	Business Taxation I: Types of Taxes	6
2	Business Taxation II: Tax Planning	6
1	Capitalism and Critique of Capitalism	6
2	Career and Labour Market	5
2	Career Choice and Employment History	5
1	Cost, Revenue and profit accounting	6
1	Current Issues in Consumer Research	6
1	Current Issues of Economic Policy in Europe	6
1	Diversity Management	6
2	Economic Performance in Companies	5
1	Economics of Education	6
Each Term	Education in the Life Course: Introduction to the Sociology of Education	5
Each Term	Education in the life course: migration and education	5
1	Educational Secularization in Western Europe? How Religions still plays a major role in education	5
1	Empirical Macroeconomics	6 or 8
1	Empirical Research Laboratory Part I: Data collection	12
2	Employment Analysis and Labour Structuring	5
1 or 2	Employment and the Life Course	5
2	European Integration: European Business Implications	6
2	European Public Finance	6
1 or 2	Family and the Life Course	5
1	Financial Intermediaries	6
2	Foreign Market Entry: Strategies and Techniques	6
1	Industrial Economics	6
2	International Business Taxation I: Tax Systems	6
1	International Corporate Finance	6
2	International Entrepreneurship	6
2	International Project management	6
2	Internationalization Processes and Comparative Management	6
1	Introduction and Methods of Labour Studies	5
1	Introduction and principles of ergonomics	5
1	Introduction in Finance and Investment	6
2	Introduction to Banking and Financial Control	6
Full Year	Introduction to Business Administration	6
1	Introduction to General Sociology I	0
2	Introduction to General Sociology II	10
Full Year	Introduction to Innovation Management	6
1	Introduction to Labour Market Research	5
2	Introduction to Life Course Research	5
1	Introduction to Methods of Empirical Social Research Part I	5

2	Introduction to Methods of Empirical Social Research Part II	5
1	Introduction to Population Studies	5
2	Introduction to Public Economics	6
Each Term	Introduction to Sociological Working	5
1	Introduction to Sociology of Immigration	5
2	Labour Economics: Theory and Policy	6
2	Leadership	6
2	Logistics: Operational Decision Making in Business Logistics	6
1	Macroeconomics I	6
2	Macroeconomics II	6
1	Management 1	6
2	Management 2	6
2	Marketing Management	6
2	Marketing seminar I	6
1	Microeconomics I	6
2	Microeconomics II	6
2	Models of Financial Markets and Behavior in Financial Markets	6
Full Year	Organizational Knowledge Management	6
1	Principles of Human Resource Management	6
2	Principles of International Management	6
2	Production & Logistics Management I	6
1	Production & Logistics Management II	6
1	Reading course: Erving Goffman: The presentation of self in everyday life.	5
1	Selected Problems in the Sociology of Immigration	5
2	Selected Problems of Social Structure Analysis	5
Each Term	Social Structures I and II	10
1	Sociological Classics: The Relationship between Structure and Action	5
2	Sociology of Globalization and World Society	5
Each Term	Special Aspects of Population Studies	5
Full Year	Start-up and SME Business Planning - The Business plan as a Planning Tool	6
Full Year	Statistical Methods I	6
Full Year	Statistical Methods II	6
2	Strategic Risk Management and Market Risk Management	6
Full Year	Technology and R&D Management	6
2	The United States in World Society	5
1	Topics in Banking and Insurance	6

l) List of courses in German: **Level- Master**

Term	Title	ECTS
2	Presentation and facilitation	6
2	Value-Based Management Control	6
1	Key Data-, Performance and Value Management	6
2	Concepts of Management Accounting	6
1	Business Taxation III: Company Taxation and Legal Form	6
1	Business Taxation IV: Tax Bases	6
2	International Business Taxation II: Taxation of Cross-Border Activities	6
1	Capital Markets and Taxation	6
1	Business Valuation and Analysis	6
1	Group Accounting in accordance with the German Commercial Code and IFRS	6
2	Accounting in accordance with IFRS – Advanced	6
Each Term	Research seminar about International Accounting and Auditing	6
2	Seminar: Business acquisition and valuation – A practical example	6
2	International Financial Management and Exchange Rate Risk Management	6
1	Design and Management of International Corporations	6
Full Year	Innovation in Networks	6
Full Year	Innovation and Collaboration	6
Full Year	Organizational Crisis Management	6

1	Strategy and Responsibility in Marketing	6
2	Health Care Marketing	6
2	Marketing Seminar II (MA)	6
1	Research Seminar International Marketing	6
2	Marketing Research Methods	6
2	Services Marketing	6
1	Experimental Marketing Research	6
2	Services Marketing	6
1	Experimental Marketing Research	6
1	Financial Innovation	6
2	Fixed Income Instruments	6
Full Year	Research Issues in Banking and Financial Control	6
1	Debt Capital Markets	6
Full Year	Default Risk in Fixed Income Modelling	6
Full Year	Insurance and Asset Management (English (summer term) / German (winter term))	6
1	Financial Engineering	6
2	Financial Services and Financial Institutions	6
2	Strategic Financial Management and Corporate Governance	6
2	Capital Structure and Corporate Valuation	6
1	Financial Markets and Financial Systems	6
1	Corporate Financial Analysis and Rating	6
1	Empirical and Experimental Research in Capital Markets	6
1	Consumer Research	6
1	Operations Management: General Problems in Production Management	6
1	Supply Chain Management	6
2	Operations Research	6
1	Identity in Modern Society	6
1	Communication and Discourse	6
2	New Developments of Labour Market Research: Labour Market Research for	6
2	Social Change and International Comparison	6
Each Term	Advanced Life Course Research	6
Each Term	Selected Topics of Life Course Research	6
2	Introduction into Demographic Methods and Models	6
Each Term	Advanced Issues of Population Studies	6
1	Philosophy of Science	6
Each Term	Research Designs	6
Each Term	Advanced Techniques of Quantitative Data Analysis 1-4	6
Each Term	Advanced Techniques of Qualitative Social Research 1-2	6
1	Education and Employment	6
Each Term	Advanced Topics in the Sociology of Immigration	6
1	Advanced Topics in Social Structure Analysis	6
1	Theories and empirical findings on educational inequality in the life course: Gender	6
2	Theories and empirical findings on educational inequality in the life course:	6
1	Social Policy in the Global South	6
1	Cosmopolitanism	6
1	Cultural Differentiation and the Globalization of Everyday Practices	5
1	Sociology of Time	5
1	Human Resource Management	6
1	Ergonomics and Work Structuring	6
1	Work, Economy, Social Structure	6
2	Organizational Sociology	6
2	Methods of Empirical Organizational Research	6
1	Mixed mode surveys	6
2	Error sources in surveys	6
1	Introduction to Econometrics	6
2	Advanced Econometrics	6
1	Survey Sampling Methods	6
1	Introduction to Programming with R	4
2	Advanced Data Analysis with R	4
2	Introduction to Bayesian Statistics	6

2	Survey-Methodology	6
2	Questionnaire Design	6
Each Term	Calibration and Weighting Methods	6
Each Term	Panel Surveys	6
1	Computational Statistics / Monte-Carlo Methods	6
Each Term	Official Statistics	6
1	Time Series Analysis	6
1	Panel Data Analysis	6
2	Multivariate Data Analysis	6
Each Term	Small Area-Estimation Techniques	6
Each Term	Variance Estimation Techniques	6
1	Statistical Methods III	6
1	Statistical Analysis of Missing Data	6
1	Financial Market Dynamics	6
2	Regulation and Control of Financial Markets	6
2	Economic Dynamics	6
2	Strategic value management	6
2	Cost, Revenue and profit accounting	6
1	Research Topics in management and control	6
1	International management control	6

m) List of courses in English: **Level- Bachelor**

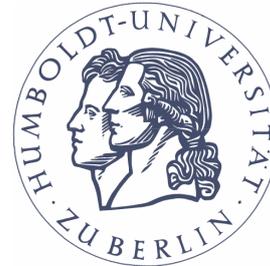
Term	Title	ECTS
1	Organisational Behaviour	6
Full Year	Intercultural Communication	6
1	Customer Management	6
1	Global Marketing	6
1	Introduction to Marketing Intelligence	6
1	Cases in Corporate Finance	6
1	Introduction to the Sociology of Media	5
1	Theory and Politics of European Economic Integration	6
2	International Migration and the Labour Market	6
2	Introduction to European and International Economics	6
1	The Economic Nature of the Firm 1	6
1	Introduction to International Finance	6
2	History of Economic Thought	6
2	Macroeconomics II	6
1	Empirical Macroeconomics	8

n) List of courses in English: **Level- Master**

Term	Title	ECTS
2	The future of work	6
2	International Dimensions of Human Resource Management	6
2	European Human Resource Management	18
1	Change management	6
1	Advanced International Financial Reporting	6
1	Intercultural Management	6
Full Year	Implementation and Diffusion of Innovations	6
Full Year	Organizational Crisis Management	6
Full Year	Research Seminar on International Innovation Strategies	6
Full Year	Organizational Innovativeness and Creativity	6
1	Brand Management & Communication	6
1	Business to Business Marketing and Purchasing	6
2	Price Management	6
2	International Finance	6
Full Year	Insurance and Asset Management (English (summer term) / German (winter term))	6

1	Identity in Modern Society	6
1	Sociology of Conflict	6
1	Communication and Discourse	6
1	The Future of Religion	5
Each Term	Advanced Techniques of Quantitative Data Analysis 1-4	6
Each Term	Advanced Techniques of Qualitative Social Research 1-2	6
1	Education and Employment	6
1	Introduction to Programming with R	4
2	Advanced Data Analysis with R	4
2	Introduction to Bayesian Statistics	6
2	Survey-Methodology	6
Each Term	Calibration and Weighting Methods	6
Each Term	Panel Surveys	6
1	Computational Statistics / Monte-Carlo Methods	6
Each Term	Small Area-Estimation Techniques	6
Each Term	Variance Estimation Techniques	6
1	Statistical Methods III	6
1	Statistical Analysis of Missing Data	6
1	Microeconomics of Education	6
2	Applied Economics of Education	6
Each Term	Advanced Microeconomics	6
2	Incentives and Behavior	6
1	Political Economics	6
1	Financial Engineering and Systemic Risk	6
1	Complexity and Distribution in Economics	6
2	International Monetary Economics	6
2	The Economics of Inequality	6
Full Year	Advanced Macroeconomics	6
2	Applied Economic Research 1 : Macroeconometric Analysis	6
1	Applied Economic Research 2: Disequilibrium and Behavioural Macroeconomics	6
2	Applied Economic Research 3: Open Economy Macroeconomics	6
1	Applied Economic Research 4: Advanced Topics in Empirical Macroeconomics	6
2	Advanced Industrial Economics	6
2	Games and Contracts	6
1	Public Economic Theory I	6
1	Financial Market Dynamics	6
2	Regulation and Control of Financial Markets	6
2	Economic Dynamics	6

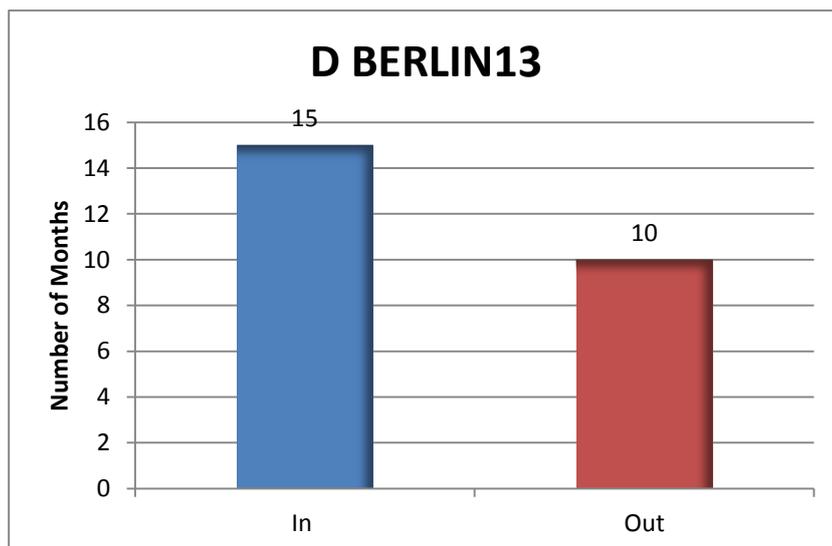
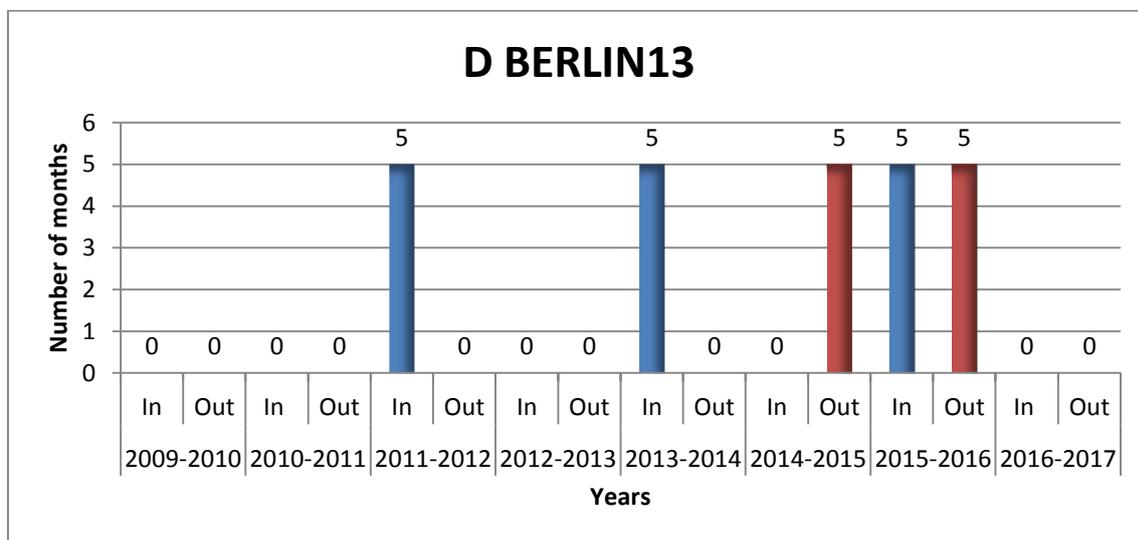
# HUMBOLDT - UNIVERSITÄT ZU BERLIN



- a) University code: **D BERLIN13**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **121<sup>st</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
German	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

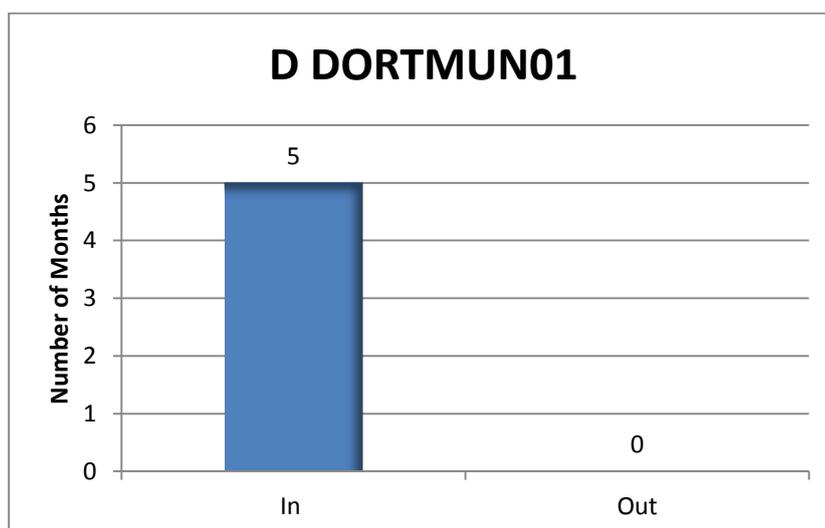
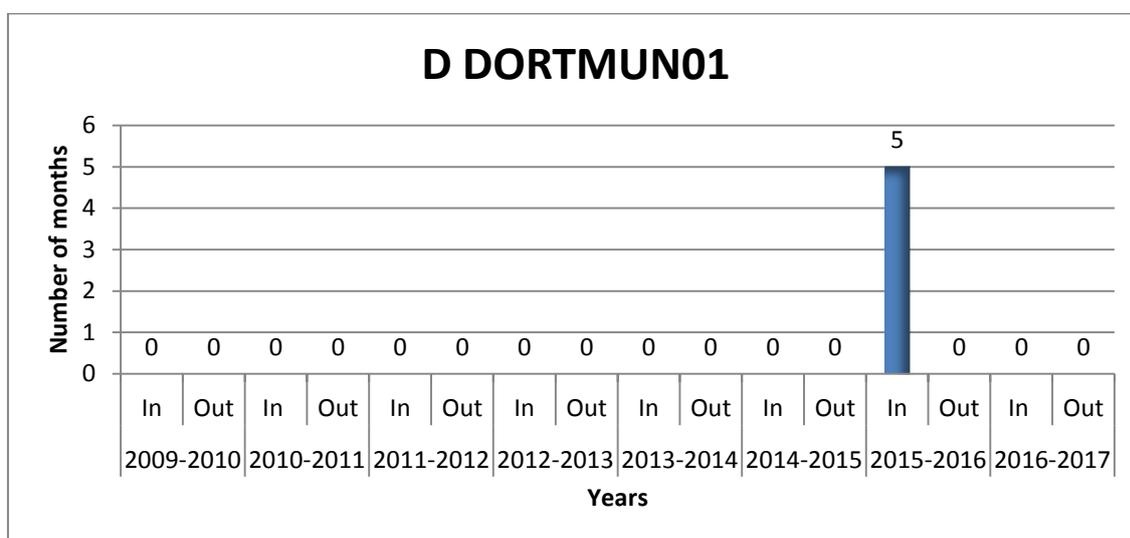


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided yet**

- a) University code: **D DORTMUN01**
- b) Study field: **Statistics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **551- 600<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
German	Recommended/Mandatory	B1/A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

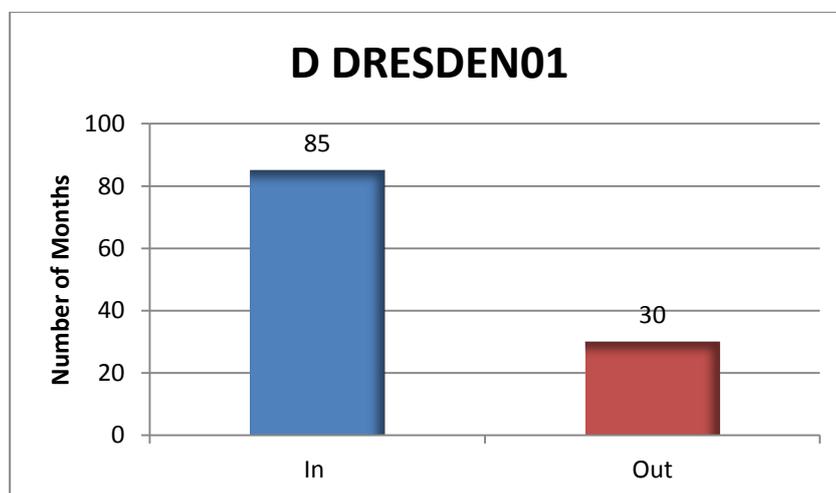
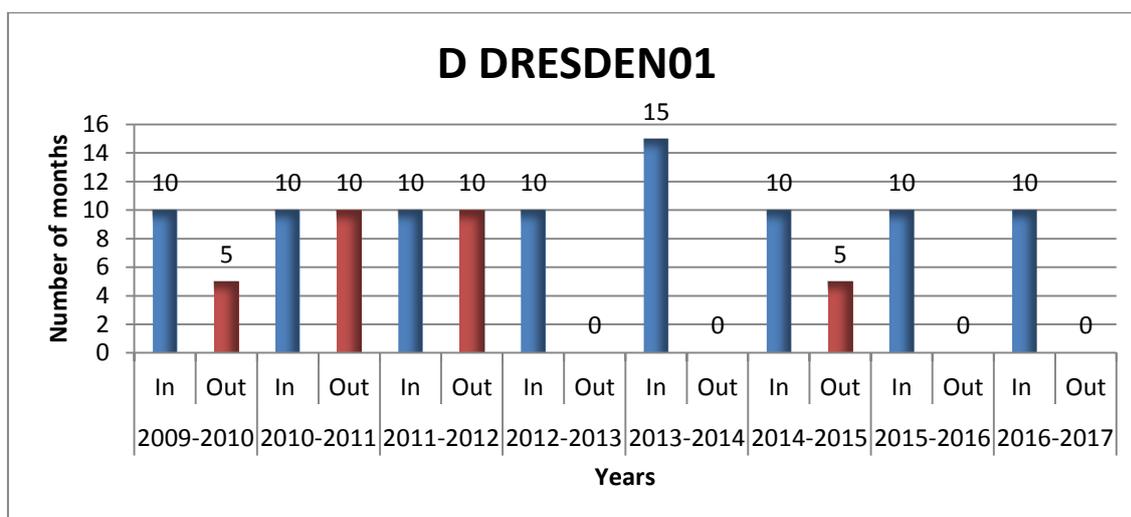


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided** Course offer in English: **Not provided yet**

- a) University code: **D DRESDEN01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
German	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Recommended	B1/B2	Both
German	Recommended	B1/B2	Both

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
2	Scientific Writing	2
2	Mathematics	5
2	Marketing	5
2	Accounting	5
2	Macro-economy	5
2	Business Informatics	5
2	Team Development	2
2	Contract law	5
2	Higher financial mathematics	5
2	Operations Research	5
2	Quantitative Methods	5
2	Management of non-profit organizations	5
2	Operational control	5
2	Industrial property rights and competition law	5
2	International Financial Markets	5
2	Auditing	5
2	World Economy	5
2	Decision-making and game theory	5
2	Work and organizational psychology	5
2	Work safety	5
2	Start up practice	5
2	Controlling 1	5
2	Supply Chain Management 1	5
2	Trademark Management1	5
2	Personnel management 1	5
2	Management and management of medium-sized enterprises	5
2	Economy III	5
2	Internal Accounting and Financing	5
2	Marketing Fundamentals	5
2	Organizational Behavior and Design (English 50%, German 50%)	5
2	Marketing research	5
2	Customer Touch Strategies	5
2	Management of Non-Profit Organizations (English 50%, German 50%)	5
2	World Economy (English 25%, German 75%)	5
1	Statistics	5
1	Mathematics	5
1	Self-management	2
1	General Business Administration	5
1	Accounting I	5
1	Micro-economy	5
1	Human Resources and Labor Law	5
1	Logistic	5
1	Change and Project Management	2
1	Operational control	5
1	Investment and finance	5
1	Controlling	5
1	Business Information Systems	5
1	Complexity management	2
1	Management	5
1	Business Ethics	5
1	Online Marketing and Direct Marketing	5
1	Process and Quality Management	5
1	Strategic Marketing	5

1	Banking management	5
1	Operational control	5
1	International Law	5
1	Controlling 2	5
1	Supply Chain Management 2	5
1	Trademark management 2	5
1	Human resources management 2	5
1	Management and management of medium-sized enterprises	5

l) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Strategic Management	5
2	Business English: Module 2- C1	5
2	Intercultural Leadership Skills II & Business English Module 3 C1	5
2	Competitive Strategy	5
2	International Business Strategy II ( only for students who stay a whole academic year)	5
2	International Perspectives of HRM	5
2	Supplier Relationship Management	5
2	E-Business	5
2	Introduction to Business in Germany	5
2	Management of Non-Profit Organizations	5
2	World Economy (English 25%, German 75%)	5
1	International Business	5

m) List of language course available for Bachelor and Master students:

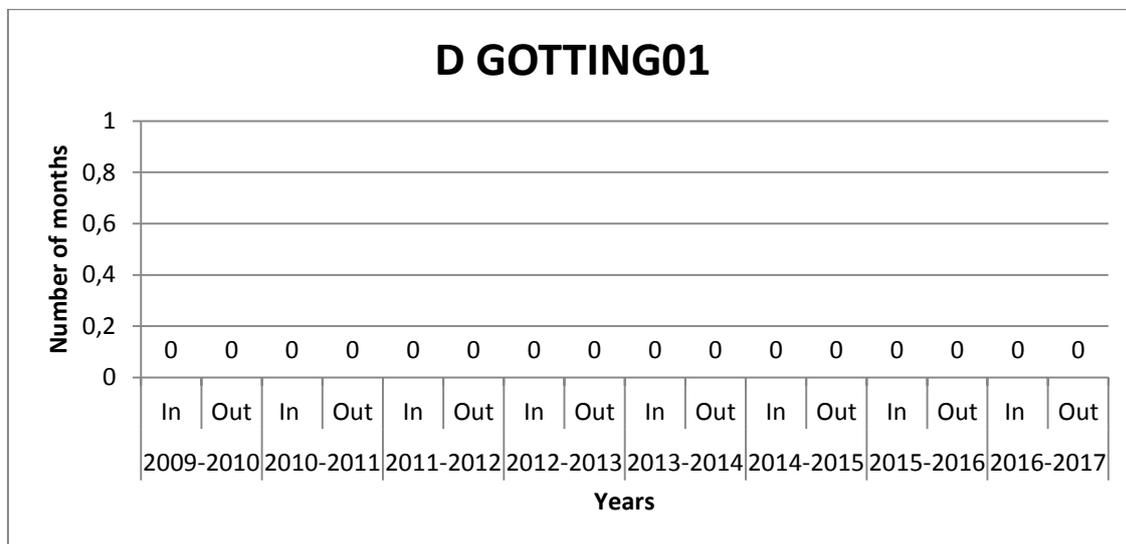
Term	Language and level	ECTS
Each Term	German as a Foreign Language (levels A1 to C1)	3-5
Each Term	English (levels B2 to C2)	2-5
Each Term	Spanish (levels A1 to C1)	3-5
Each Term	French (levels A1 to C1)	3-5
Each Term	Chinese (levels A1 to A2)	5
Each Term	Russian (levels A1)	5



- a) University code: **D GOTTING01**
- b) Study fields: **Economics, Business and Law; Economics; Management and Administration (Master in Internationalization, Master in Economic History and Master in Creation and management of high-Tech and Innovative Companies)**
- c) Number of spots: **1,5 (3)**
- d) QS World University rankings: **177<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in German: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Recommended	B2
German	Mandatory	B2

- j) List of courses in German: **Not provided yet**
- k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Seminar "The Latin American Economies: Crises and Reforms"	6
1	Empirical Trade Issues + Practical	6
1	Deep determinants of growth and development + Practical	6
1	Sustainable Development, Trade and Environment	6
1	New Developments in International Economics: Globalization 2.0	6
1	Development Economics IV	6
1	Seminar on Behavioral Development Economics	6
1	Introduction to Geographic Information Systems (GIS)	6

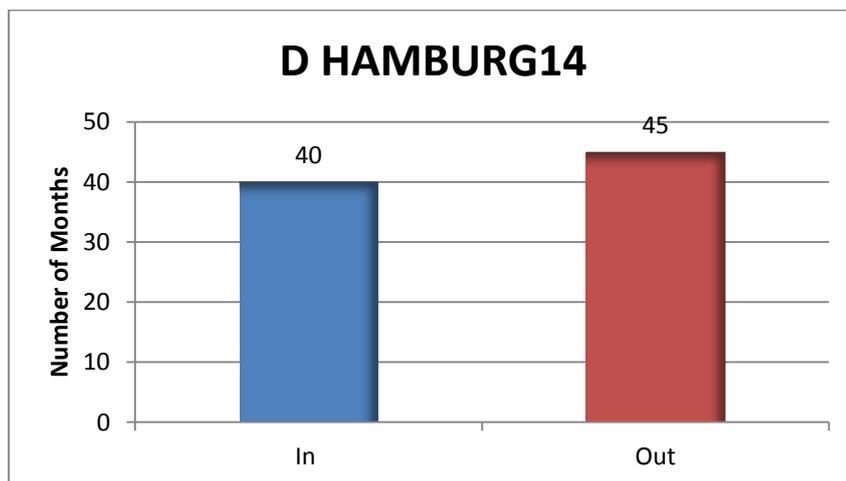
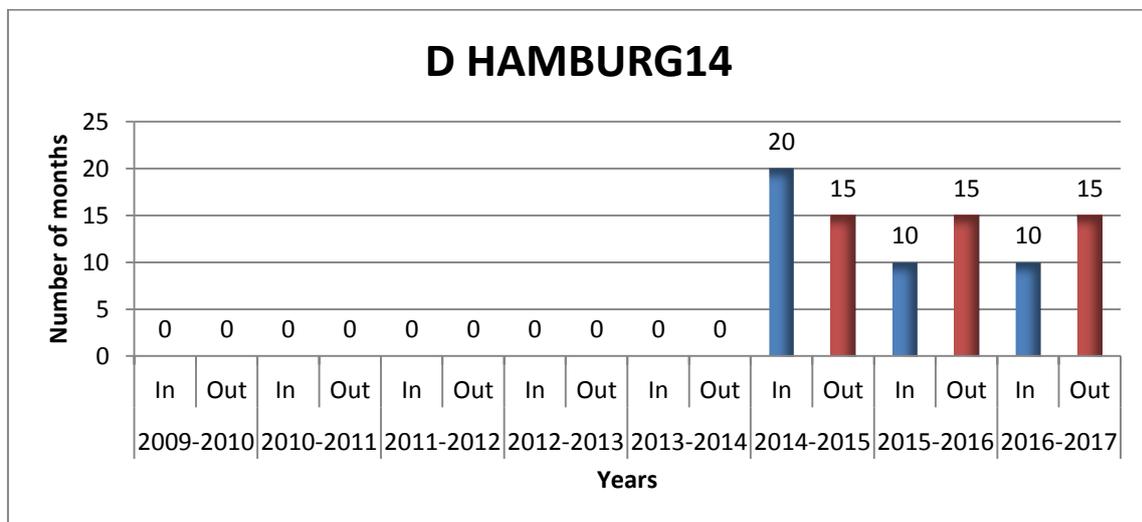
1	Selected Problems in Economics I: Aid and Gender	3
1	Advanced Topics in Stata	3
1	Seminar in Financial Econometrics	6
1	Recent Topics in Macroeconomics: The Chinese Economy	6
1	Methods of Economic Policy Evaluation + Practical	6
1	Theory and Politics of International Taxation + Practical	6
1	Advanced Microeconomics + Practical	6
1	Development Economics I + Practical	6
1	Development Economics III + Practical	6
1	Special Interest Politics	6
1	Poverty and Inequality + Practical	6
1	Open Economy Macroeconomics + Practical	6
1	Behavioral Economics: Theory and Experimental Methods	6
1	Economic Reform and Social Justice in India	6
1	International Trade	6
1	Advanced Game Theory	3
1	Information Economics and Internet + Practical	6
1	Economics of Education	6
1	Experimental Analysis of Social Preferences	6
1	Quasi-Experiments in Development Economics	6
1	Pricing Strategy + Practical	6
1	Sustainable Production + Practical	6
1	International Human Resource Management + Practical	6
1	Strategic Human Resource Development	6
1	Survey Research	6
1	International Management Research	6
1	Corporate Development + Practical	6
1	Consumer Science & Public Policy	6
1	Doing Business in Asia	6
1	Financial Risk Management + Practical	6
1	Banking Supervision	6
1	Research Methods: Structural equation modeling with R	6
1	Business Intelligence and Decision Support Systems + Practical	6
1	Modeling and System Development	6
1	Crucial Topics in Information Management	12
1	Entrepreneurship	6
1	Topics in Quantitative Marketing and Economics	6
1	Change & Run IT + Practical	6
1	Publishing in Management Journals	6
2	Seminar: Trade-related and macroeconomic issues in Latin American policy making	6
2	Seminar: Sustainable Development, Trade and Environment	6
2	Seminar: Gender Differences In Labor Economics	6
2	Seminar: Development Economics of Innovation	6
2	Seminar: Business Cycles in Developing Countries	6
2	New Developments in International Economics	6
2	Development Economics IV	6
2	Controversies in Development Economics	6
2	Behavioral Game Theory + Practical	6
2	Growth, Resources and the Environment + Practical	6
2	Development Economics II + Practical	6
2	Panel Data Econometrics + Practical	6
2	European Economy	6
2	The Economics of the European Union	6
2	Economics of Crime	6
2	Empirical Political Economy	6
2	Behavioral Economics: Theory and Experimental Methods	6
2	International Trade + Practical	6

2	Essentials of Global Health	6
2	Financial Econometrics + Practical	6
2	Seminar: Topics in Public Economics	6
2	Risk Management and Solvency	6
2	Panel Data Analysis in Marketing	6
2	Electronic Commerce Systems	6
2	Doing Business in Japan	3
2	Digital Innovations and Design Thinking	6
2	Analysis of IFRS Financial Statements	6
2	Corporate Development + Tutorial	6
2	Seminar: Human Resource Management	6
2	Cross-Cultural Management	6
2	Tax Transfer Pricing	6
2	International Organizational Behavior	6
2	Digital Transformation	6
2	Change & Run IT + Practical	6
2	Econometrics II + Practical + Tutorial	6
2	Multivariate Time Series Analysis + Practical	6
2	Scientific Programming	3
2	Generalised Linear Models + Practical	6
2	Econometrics I + Practical + Tutorial	6
2	Seminar: Financial Liberalization, Financial Development and Economic Growth	6
1	Econometrics I + Practical + Tutorial	6
1	Scientific Programming	3
1	Introduction to Time Series Analysis + Practical	6
1	Applied Econometrics + Practical	6
1	Development Econometrics + Practical	6
1	Methoden der statistischen Inferenz (Advanced Statistical Inference ) + Practical	6
1	Spatial Statistics + Practical	6

- a) University code: **D HAMBURG14**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Mandatory	B2
German	Mandatory	B2

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	German I	4
1	German II	4
1	German III	3
International Business Management		
1	Introduction to Business Administration	4
1	Introduction to international management	3
1	Introduction to scientific work (with Word)	3
1	Data analysis (with Excel)	3
1	Rhetoric and presentation	3
1	Economic Mathematics	4
1	Economic statistics	4
1	Microeconomy	4
1	Financial Accounting	4
1	Public Law and Private Law	3
1	Methods of market research	3
1	Consumer behavior	3
1	Human resources management	3
1	Team and conflict management	3
1	Methods of project management	3
1	Applied project management	5
1	investment	3
1	financing	4
1	Controlling	3
1	Business Taxation	3
Tourism and Event Management		
1	Introduction to Business Administration	4
1	Introduction to service management	3
1	Introduction to scientific work	3
1	Economic Mathematics	4
1	Economic statistics	4
1	Microeconomy	4
1	Financial Accounting	4
1	Public Law and Private Law	3
1	Introduction to tourism and leisure	3
1	Introduction to event management and event culture	3
1	Methods of project management	3
1	Applied project management	4
1	Methods of market research	3
1	Human resources management	3
1	Team and conflict management	3
1	Organization	3
1	Tourism law	4
1	Event right	4
1	Tourism marketing	3
1	Event marketing	3
1	Praxisprojekt Tourism and Event I	3
Business Psychology		
1	Business economics	4
1	Organization	3
1	Financial Accounting	4
1	Public Law and Private Law	3
1	General Psychology	4
1	Social Psychology	3
1	Scientific work	3
1	Human Resource Management	4

1	Differential Psychology	4
1	Descriptive statistics	4
1	Financing	4
1	Investment calculation	3
1	Occupational stress, stress	4
1	Work analysis, evaluation and design	4
1	Field trip	1
1	Organizational diagnostics	4
1	Work motivation and satisfaction	4
1	Media psychology - media impact	3
1	Market Psychology / E-Business	4
1	Approaches and theory	4
Fashion, Luxury and Retail Management		
1	Introduction to Business Administration	4
1	Introduction to trade management	4
1	Scientific work I	3
1	Rhetoric and presentation	3
1	Economic Mathematics	4
1	Economic statistics	4
1	Financial Accounting	4
1	Public Law and Private Law	3
1	Fashion history and sociology	4
1	Microeconomy	3
1	Human resources management	3
1	Team and conflict management	3
1	Organization	3
1	Material knowledge and processing	3
1	Sales and negotiation techniques	3
1	Fashion Buying and Merchandising	4
1	Brand management in the fashion and luxury goods sector	4
1	Consumer behavior	3
1	Commercial marketing	3
1	Methods of project management	3
1	Applied project management	5
1	Investment and financing	4
1	Business Law II: Fashion & Trade	3

l) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
Study Abroad @ EBC classes		
1	Berlin - Cultural Immersion	4
1	International Marketing	4
1	Communication for Business Success	4
1	German Economic Policy and European Integration	4
1	Intercultural Management	4
1	Portfolio Management	4
1	Corporate Communication	4
1	Marketing Communication and Advertising	4
1	Performance and Change Management	4
1	Risk Management	4
1	Business Ethics & Corporate Social Responsibility	4
1	German Juridical Institutions and Legal System	4
1	Negotiation Skills	4
1	International Trade	4
1	Human Resource Development Tools	4
International Business Management		
1	Introduction to Business Administration	4

1	Introduction to International Management	3
1	Introduction to Academic Writing	3
1	Data Analysis (Excel)	3
1	Rhetoric and Presentation	3
1	Business Mathematics	4
1	Business Statistics	4
1	Microeconomics	4
1	Financial Accounting	4
1	Public Law and Private Law	3
1	Strategic Management	3
1	International and Group Controlling	3
1	Intercultural Management	3
1	International Economics	3
1	Economic Policy	3
1	Business Psychology and Leadership	3
1	Business Ethics and Corporate Social Responsibility	5
1	Business Plan Development	3
1	Business Simulation Game	4
1	E-Commerce	3
Fashion, Luxury and Retail Management		
1	Business Psychology & Leadership	3
1	Business Ethics & CSR	4
1	Key Figures & Budget Planning	4
1	Controlling Instruments	4
1	Market Drivers & Customer Journey Analysis	4
1	Channel Procedures & Implementation	3
1	Trend Analysis	4
1	Wholesales Management	4
1	Product Development & Trends	4
1	Purchasing Processes & Methods	4

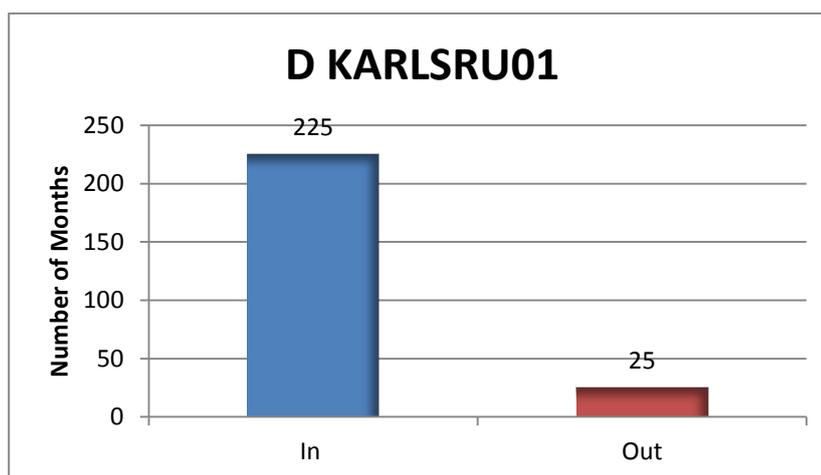
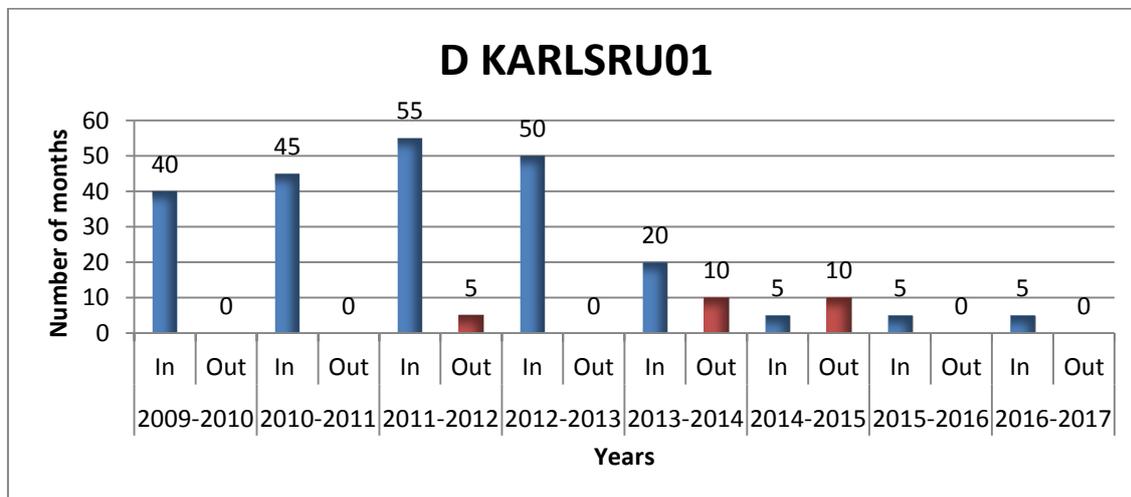
m) List of courses in English: **Level – Master**

Term	Title	ECTS
Master International Management		
1	Strategic Management	3
1	International Economics & Politics	3
1	Group Accounting	3
1	International Management Accounting	3
1	Customer Relationship & Lifecycle Management	3
1	Database Marketing & Big Data	3
1	Networking & Network Building	3
1	Intercultural Competencies & Business Ethics	3
1	Leadership: Case Studies	3
1	Leadership: Personal Tracking	3
1	International HR Management	3
1	Human Capital Management	3
1	SME & Family Business Management	3
1	Entrepreneurship	3
1	CSR & Corporate Governance	3
1	International Process Management & Organisational Structure	3
1	Principles of Global Supply Chain Management	3
1	Advanced Global Supply Chain Management	3
1	Sales Strategies, Operations & Control	3
1	E-Commerce	3
1	Decision Theory & Games Theory	3
1	Advanced Statistics & Big Data	3
1	New Media Marketing	3
1	Omni-Channel Marketing	3

- a) University code: **D KARLSRU01**
- b) Study field: **Business**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **98<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended/ Mandatory	B1/A2
German	Recommended/ Mandatory	B1/ A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Recommended	B2
German	Recommended	A2/B1

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
2	Advanced Programming - Application of Business Software	5
2	Advanced Programming - Java Network Programming	5
2	Advanced Topics in Economic Theory	4.5
2	Airport Logistics	4
2	Algorithms for Internet Applications	5
2	Analytical CRM	4.5
2	Applied Informatics I - Modelling	5
2	Applied Informatics II - IT Systems for eCommerce	5
2	Asset Management	3
2	Auction & Mechanism Design	4.5
2	Automotive Logistics	4
2	Basic Principles of Economic Policy	4.5
2	Basics of Technical Logistics	6
2	Big Data Analytics	5
2	Brand Management	4.5
2	Business Administration: Finance and Accounting	4
2	Business Administration: Production Economics and Marketing	4
2	Business Administration: Strategic Management and Information Engineering and Management	3
2	Business Process Modelling	5
2	Business Strategies of Banks	3
2	Civil Law for Beginners	4
2	Competition in Networks	4.5
2	Computing Lab Business Information Systems	4
2	Customer Relationship Management	4.5
2	Database Systems	5
2	Decision Theory	4.5
2	Deployment of Database Systems	5
2	Derivatives	4.5
2	Economics and Behavior	4.5
2	Economics II: Macroeconomics	5
2	Economics III: Introduction in Econometrics	5
2	Efficient Algorithms	5
2	eFinance: Information Engineering and Management for Securities Trading	4.5
2	Electrical Engineering for Business Engineers, Part I	3
2	Elements and Systems of Technical Logistics	4
2	Elements of Technical Logistics and Project	6
2	Energy Efficient Intralogistic Systems	4
2	Energy Policy	3.5
2	Enterprise Risk Management	4.5
2	Exchanges	1.5
2	Exercises in Civil Law	9
2	Facility Location and Strategic Supply Chain Management	4.5
2	Financial Accounting and Cost Accounting	4
2	Financial Intermediation	4.5
2	Financial Management	4.5
2	Foundations of Digital Services A	4.5
2	Foundations of Digital Services B	4.5
2	Foundations of Informatics I	5
2	Foundations of Informatics II	5
2	Foundations of mobile Business	5
2	Fundamentals of Production Management	5.5
2	Global Optimization I	4.5
2	Global Optimization I and II	9

2	Global Optimization II	4.5
2	Human Resource Management	4.5
2	Industrial Application of Material Handling Systems in Sorting and Distribution Systems	4
2	Industrial Application of Technological Logistics Instancing Crane Systems	4
2	Industrial Organization	4.5
2	Information Systems and Supply Chain Management	4
2	International Finance	3
2	International Marketing	1.5
2	Introduction to Energy Economics	5.5
2	Introduction to Engineering Mechanics I: Statics and Strength of Materials	3
2	Introduction to Engineering Mechanics II : Dynamics	5
2	Introduction to Game Theory	4.5
2	Introduction to Information Engineering and Management	4
2	Introduction to Operations Research I and II	9
2	Introduction to Programming with Java	5
2	Introduction to Public Finance	4.5
2	Investments	4.5
2	Knowledge Management	4
2	Lab: Working with Database Systems	4
2	Logistics - Organisation, Design and Control of Logistic Systems	6
2	Logistics and Supply Chain Management	3.5
2	Management Accounting 1	4.5
2	Management Accounting 2	4.5
2	Management and Strategy	3.5
2	Management of Business Networks	4.5
2	Management of Business Networks (Introduction)	3
2	Managing Organizations	3.5
2	Managing the Marketing Mix	4.5
2	Markov Decision Models I	5
2	Markov Decision Models II	4.5
2	Material Flow in Logistic Systems	6
2	Material Science II for Business Engineers	5
2	Materials Science I	3
2	Mathematics I - Final Exam	
2	Mathematics I - Midterm Exam	3.5
2	Mathematics II - Final Exam	3.5
2	Mathematics II - Midterm Exam	3.5
2	Mathematics III - Final Exam	7
2	Modeling and OR-Software: Introduction	4.5
2	Monetary and Financial Policy	4.5
2	Nonlinear Optimization I	4.5
2	Nonlinear Optimization I und II	9
2	Nonlinear Optimization II	4.5
2	Operative CRM	4.5
2	Personnel Policies and Labor Market Institutions	4.5
2	Practical Seminar Digital Services	4.5
2	Prerequisite for Facility Location and Strategic Supply Chain Management	0
2	Prerequisite for Nonlinear Optimization I (Bachelor)	0
2	Prerequisite for Nonlinear Optimization II (Bachelor)	0
2	Prerequisite for Tactical and Operational Supply Chain Management	0
2	Principles of Insurance Management	4.5
2	Probabilistic Machine Learning for Finance and Data Science	4.5
2	Problem Solving, Communication and Leadership	2
2	Process fundamentals by the example of food production	3
2	Production and Logistics Controlling	3
2	Production Economics and Sustainability	3.5
2	Public Law I - Basic Principles	3

2	Public Law II	3
2	Public Revenues	4.5
2	Rail System Technology	9
2	Real Estate Management I	4.5
2	Real Estate Management II	4.5
2	Renewable Energy-Resources, Technologies and Economics	3.5
2	Safe mechatronic systems	4
2	Safe structures for machines in material handling	4
2	Selected Applications of Technical Logistics	4
2	Selected Applications of Technical Logistics and Project	6
2	Services Marketing and B2B Marketing	3
2	Simulation I	4.5
2	Simulation II	4.5
2	Software Engineering	4
2	Solving Finance Problems using Machine Learning	4.5
2	Special Topics in Information Engineering & Management	4.5
2	Special Topics of Applied Informatics	5
2	Specific Aspects in Taxation	4.5
2	Statistics I	5
2	Statistics II	5
2	Tactical and Operational Supply Chain Management	4.5
2	Warehousing and Distribution Systems	4
2	Welfare Economics	4.5
2	Workflow-Management	5

l) List of courses in German: **Level- Master**

Term	Title	ECTS
2	Advanced Game Theory	4.5
2	Advanced Lab Informatics	4
2	Advanced Management Accounting	4.5
2	Advanced Topics in Economic Theory	4.5
2	Algorithms for Internet Applications	5
2	Analyzing Big Data - Laboratory Course	4
2	Applied Informatics II - IT Systems for eCommerce	5
2	Asset Pricing	4.5
2	Auction Theory	4.5
2	Basics of Liberalised Energy Markets	3
2	Bayesian Methods for Financial Economics	4.5
2	Behavioral Approaches in Marketing	4.5
2	Big Data Analytics	5
2	Big Data Analytics 2	3
2	Business Administration in Information Engineering and Management	5
2	Business and IT Service Management	4.5
2	Business data strategy	4.5
2	Business Dynamics	4.5
2	Business Intelligence Systems	4.5
2	Business Models in the Internet: Planning and Implementation	4.5
2	Business Planning	3
2	Business Process Modelling	5
2	Business Strategies of Banks	3
2	Case Studies in Sales and Pricing	1.5
2	Case Studies Seminar: Innovation Management	3
2	Challenges in Supply Chain Management	4.5
2	Civil Law for Advanced	3
2	Competition in Networks	4.5
2	Computational Economics	5

2	Computational Risk and Asset Management	4.5
2	Computer Contract Law	3
2	Consulting in Practice	1.5
2	Convex Analysis	4.5
2	Copyright	3
2	Corporate Compliance	3
2	Corporate Financial Policy	4.5
2	Country Manager Simulation	1.5
2	Credit Risk	4.5
2	Current Issues in Innovation Management	3
2	Current Issues in the Insurance Industry	2
2	Data Mining Paradigms and Methods for Complex Databases	5
2	Data Protection Law	3
2	Database Systems and XML	5
2	Datamanagement in the Cloud	5
2	Deployment of Database Systems	5
2	Derivatives	4.5
2	Design Thinking	3
2	Developing Business Models for the Semantic Web	3
2	Digital Service Design	4.5
2	Digital Transformation in Organizations	4.5
2	Discrete-Event Simulation in Production and Logistics	4.5
2	Document Management and Groupware Systems	4
2	Economic Integration in Europe	4.5
2	eEnergy: Markets, Services, Systems	4.5
2	Efficient Algorithms	5
2	Efficient Energy Systems and Electric Mobility	3.5
2	eFinance: Information Engineering and Management for Securities Trading	4.5
2	Emissions into the Environment	3.5
2	Employment Law II	3
2	Energy and Environment	4.5
2	Energy Policy	3.5
2	Energy Systems Analysis	3
2	Energy Trade and Risk Management	4
2	Engineering of Financial Software	4.5
2	Enterprise Architecture Management	5
2	Entrepreneurial Leadership & Innovation Management	3
2	Entrepreneurship	3
2	Entrepreneurship Research	3
2	Environmental and Ressource Policy	4
2	Environmental Economics and Sustainability	5
2	Environmental Law	3
2	European and International Law	3
2	Exchanges	1.5
2	Experimental Economics	4.5
2	Facility Location and Strategic Supply Chain Management	4.5
2	Financial Analysis	4.5
2	Financial Intermediation	4.5
2	Fixed Income Securities	4.5
2	Gas-Markets	3
2	Global Optimization I	4.5
2	Global Optimization I and II	9
2	Global Optimization II	4.5
2	Graph Theory and Advanced Location Models	4.5
2	Heat Economy	3
2	Hospital Management	4.5
2	Incentives in Organizations	4.5

2	Industrial Services	4.5
2	Information Technology and Business Information	4.5
2	Innovation Management: Concepts, Strategies and Methods	3
2	Innovationtheory and -Policy	4.5
2	Insurance Marketing	4.5
2	Insurance Production	4.5
2	Insurance Risk Management	2.5
2	Intelligent CRM Architectures	4.5
2	International Economic Policy	4.5
2	International Finance	3
2	International Management in Engineering and Production	3.5
2	Internet Law	3
2	Knowledge Discovery	5
2	Law of Contracts	3
2	Life Cycle Assessment	3.5
2	Machine Learning in Finance	4.5
2	Macro-Finance	4.5
2	Management Accounting 1	4.5
2	Management Accounting 2	4.5
2	Management of IT-Projects	5
2	Managing New Technologies	5
2	Market Engineering: Information in Institutions	4.5
2	Market Research	4.5
2	Marketing Analytics	4.5
2	Marketing Communication	4.5
2	Marketing Strategy Business Game	1.5
2	Markets and Organizations: Principles	4.5
2	Markov Decision Models I	5
2	Markov Decision Models II	4.5
2	Mathematical Theory of Democracy	4.5
2	Mechanisms and Applications of Workflow Systems	5
2	Methods in Economic Dynamics	1.5
2	Mixed Integer Programming I	4.5
2	Mixed Integer Programming I and II	9
2	Mixed Integer Programming II	4.5
2	Modeling and Analyzing Consumer Behavior with R	4.5
2	Modeling and OR-Software: Advanced Topics	4.5
2	Modeling Strategic Decision Making	4.5
2	Modelling, Measuring and Managing of Extreme Risks	2.5
2	Nature-Inspired Optimisation Methods	5
2	Nonlinear Optimization I	4.5
2	Nonlinear Optimization I und II	9
2	Nonlinear Optimization II	4.5
2	Online Marketing	4.5
2	Open Innovation - Concepts, Methods and Best Practices	1.5
2	Operations Research in Health Care Management	4.5
2	Operations Research in Supply Chain Management	4.5
2	Optimization in a Random Environment	4.5
2	Organic Computing	5
2	OR-Oriented Modeling and Analysis of Real Problems (Project)	4.5
2	P&C Insurance Simulation Game	3
2	Parametric Optimization	4.5
2	Patent Law	3
2	Personalization and Services	4.5
2	Planning and Management of Industrial Plants	5.5
2	Practical Course Analysis of Complex Data Sets	4
2	Practical Seminar Service Innovation	4.5

2	Practical Seminar Special Topics in SSME	4.5
2	Practical Seminar: Crowd Analytics	4.5
2	Practical Seminar: Data-Driven Information Systems	4.5
2	Practical Seminar: Digital Service Design	4.5
2	Practical Seminar: Health Care Management (with Case Studies)	4.5
2	Predictive Mechanism and Market Design	4.5
2	Prerequisite for Facility Location and Strategic Supply Chain Management	0
2	Prerequisite for Nonlinear Optimization I (Master)	0
2	Prerequisite for Nonlinear Optimization II (Master)	0
2	Prerequisite for Tactical and Operational Supply Chain Management	0
2	Price Management	4.5
2	Price Negotiation and Sales Presentations	1.5
2	Pricing	4.5
2	Principles of Information Engineering and Management	5
2	Principles of Insurance Management	4.5
2	Product and Innovation Marketing	3
2	Production and Logistics Management	5.5
2	Programming Internship: Solving Computational Risk and Asset Management Problems	4.5
2	Project Management	3.5
2	Project Management in Practice	1.5
2	Public Management	4.5
2	Public Media Law	3
2	Public Revenues	4.5
2	Quality Control I	4.5
2	Quality Control II	4.5
2	Quantitative Methods in Energy Economics	4
2	Real Estate Economics and Sustainability Part 2: Reporting and Rating	4.5
2	Recommender Systems	4.5
2	Regulation Theory and Practice	4.5
2	Regulatory Management and Grid Management - Economic Efficiency of Network Operation	4.
2	Requirements Analysis and Requirements Management	4
2	Risk Communication	4.5
2	Risk Management in Industrial Supply Networks	3.5
2	Roadmapping	3
2	Sales Management and Retailing	3
2	Selling IT-Solutions Professionally	1.5
2	Semantic Web Technologies	5
2	Seminar in Economic Policy	3
2	Seminar: Legal Studies I	3
2	Service Analytics	4.5
2	Service Analytics A	4.5
2	Service Analytics B - Enterprise Data Reduction and Prediction	4.5
2	Service Innovation	4.5
2	Service Oriented Computing	5
2	Services Marketing	3
2	Simulation Game in Energy Economics	3
2	Simulation I	4.5
2	Simulation II	4.5
2	Smart Energy Distribution	4
2	Social Choice Theory	4.5
2	Social Network Analysis in CRM	4.5
2	Software Quality Management	5
2	Spatial Economics	4.5
2	Special Topics in Information Engineering & Management	4.5
2	Special Topics in Optimization I	4.5
2	Special Topics in Optimization II	4.5

2	Special Topics of Efficient Algorithms	5
2	Special Topics of Enterprise Information Systems	5
2	Special Topics of Knowledge Management	5
2	Special Topics of Software- and Systemsengineering	5
2	Specific Aspects in Taxation	4.5
2	Strategic and Innovative Decision Making in Marketing	4.5
2	Strategic Brand Management	1.5
2	Strategic Management of Information Technology	5
2	Strategical Aspects of Energy Economy	3.5
2	Supply Chain Management in the Automotive Industry	3.5
2	Supply Chain Management in the Process Industry	4.5
2	Supply Chain Management with Advanced Planning Systems	3.5
2	Tactical and Operational Supply Chain Management	4.5
2	Tax Law I	3
2	Tax Law II	3
2	Team Work in the Area of Service Oriented Architectures	9
2	Technological Change in Energy Economics	3
2	Technologies for Innovation Management	3
2	Technology Assessment	3
2	Telecommunication and Internet Economics	4.5
2	Telecommunications Law	3
2	Theory of Business Cycles	4.5
2	Theory of Economic Growth	4.5
2	Theory of Endogenous Growth	4.5
2	Topics in Experimental Economics	4.5
2	Trademark and Unfair Competition Law	3
2	Transport Economics	4.5
2	Valuation	4.5
2	Web Science	5
2	Workflow-Management	5

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Basics of Liberalised Energy Markets	3
1	Energy Systems Analysis	3
1	Entrepreneurial Leadership & Innovation Management	3
1	Entrepreneurship	3
1	Entrepreneurship lecture	3
1	Management of Business Networks (Introduction)	3
1	Quantitative Methods in Energy Economics	4
1	Country Manager Simulation	1.5
2	Open innovation - concepts, methods and best practices	1.5
1	International Marketing	1.5
2	Logistics and Supply Chain Management	3.5
1	Risk Management in Industrial Supply Networks	3.5
1	Advanced Game Theory	4.5
1	Advanced Management Accounting	4.5
2	Advanced Topics in Economic Theory	4.5
2	Auction and Mechanism Design	4.5
1	Business and IT Service Management	4.5
2	Challenges in Supply Chain Management	4.5
1	Computational Risk and Asset Management	4.5
1	Customer Relationship Management	4.5
2	Digital Transformation of Organizations	4.5
1	Economics and Behaviour	4.5
1	E-finance: information management for securities trading	4.5

2	Machine Learning in Finance	4.5
2	Management Accounting 1	4.5
1	Management Accounting 2	4.5
1	Management of Business Networks	4.5
2	Operations Research in Health Care Management	4.5
1	Operations Research in Supply Chain Management	4.5
2	Machine Learning in Finance	4.5
1	Business and IT Service Management	4.5
2	Foundations of Digital Services A	4.5
1	Supply chain management in the process industry	4.5
2	Incentives in Organizations	4.5
1	Intelligent CRM architectures	4.5
2	Portfolio and Asset Liability Management	4.5
2	Topics in Experimental Economics	4.5
1	Business Planning for Founders - KIC	3
1	Valuation	4.5
2	Corporate Financial Policy	4.5
2	Management Accounting - Research and Writing	3
2	Management Accounting and Innovation	3
1	Marketing Analytics	4.5
2	Morals and Social Behavior	3
1	Solving Computational Risk and Asset Management Problems	4.5
1	Project Management	3.5
1	Sales Management and Retailing	3
1	Seminar in Computational Macroeconomics	3
2	Seminar Management Accounting	3
2	Social Choice Theory	4.5
1	Spatial Economics	4.5
2	Special Topics in Management Accounting	3
2	Supply Chain Management with Advanced Planning Systems	3.5
2	Topics in Political Economics	3
1	Topics on Political Economics	3

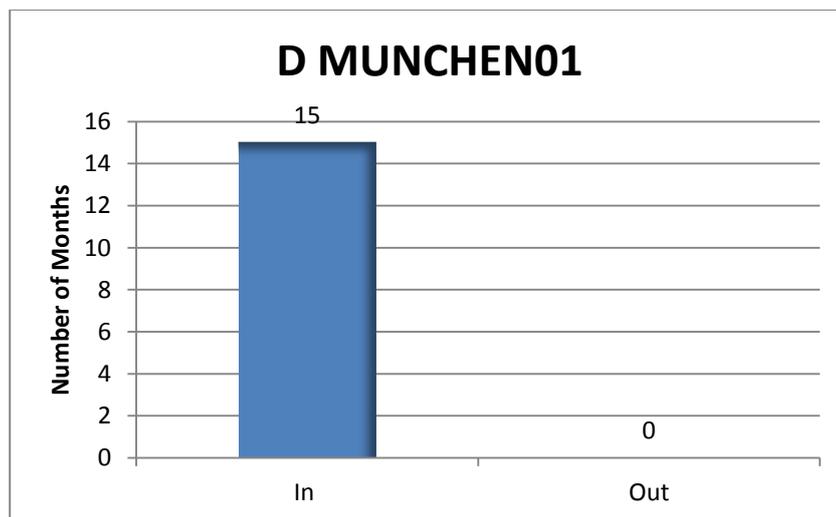
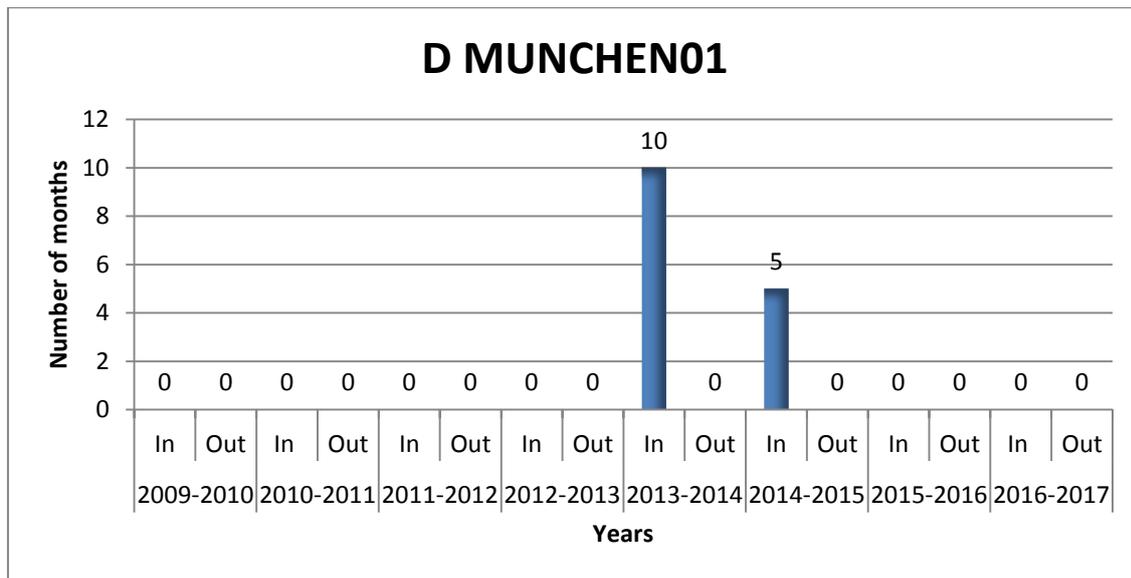
# LUDWIG-MAXIMILIANS- UNIVERSITÄT MÜNCHEN



- a) University code: **D MUNCHEN01**
- b) Study field: **Statistics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **68<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
German	Recommended	B1 (B2 is mandatory when starting winter term)

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	Statistics I: Descriptive statistics	6
1	Analysis I	9
1	Matrices	9
2	Introduction to probability calculation	6
2	Introduction to inductive statistics	6
2	Analysis II	9
2	Statistical software	3
1	Probability theory and inference I	9
1	Beginner's course (course)	3
1	Introduction to Computer Science: Programming and Software Development	6
1	Introduction to applied statistics	6
1	Theorem Theory	6
1	Economic & Social Statistics	6
1	Distribution-free procedures	3
1	Practical project (course)	3
1	Experimental planning	6
1	Time series	6
1	Selected areas of applied statistics A	6
1	Selected areas of applied statistics B	3
2	Probability theory and Inference II	9
2	Linear models	9
2	Programming with statistical software (course)	6
1	Statistical Internship (course)	9
1	Generalized Regression	9
1	Bachelor's Seminar (Seminar)	6
2	Multivariate procedures	9
2	Bachelor's Seminar (Seminar)	6
2	Theorem Theory	6
2	Economic & Social Statistics	6
2	Distribution-free procedures	3
2	Practical project (course)	3
2	Experimental planning	6
2	Time series	6
2	Selected areas of applied statistics A	6
2	Selected areas of applied statistics B	3

l) List of courses in German: **Level- Master**

Term	Title	ECTS
<b>Master Statistics</b>		
1	Measure and probability theory	9
1	Estimation and Testing I	9
1	Computerintensive methods	6
1	Refined basic statistical modeling	6
2	Estimation and Testing II	9
2	Introduction to stochastic processes	6
Each Term	Biostatistical methods	6
Each Term	Analysis of longitudinal data	6
Each Term	Categorical data	6
Each Term	Demography	6
Each Term	Advanced computer-intensive methods	6
Each Term	Statistical methods of epidemiology	6
Each Term	Financial econometrics: risk management	6

Each Term	Selected areas of theoretical statistics A	6
Each Term	Methods of economic statistics	3
Each Term	Multivariate time series	3
Each Term	Selected areas of theoretical statistics B	3
Each Term	Econometrics	6
Each Term	Analysis of life-time	6
Each Term	Time series	6
Each Term	Decision theory	6
Each Term	Distribution-free procedures	3
Each Term	Empirical Social Research	3
Each Term	Advanced programming	3
Each Term	Master's seminar applied statistics	9
Each Term	Statistical methods for genomics and proteomics	6
Each Term	Spatial statistics	6
Each Term	Financial Econometrics: Portfolio Analysis	6
Each Term	Selected areas of theoretical statistics C	6
Each Term	Bioimaging	3
Each Term	Event analysis	3
Each Term	Mixed models	3
Each Term	Special stochastic processes	3
Each Term	Selected areas of theoretical statistics D	3
1	Applied Statistics and Consulting	6
1	Presentation of statistical analyzes	6
1	Master-Seminar theoretical statistics (seminar)	9
<b>Master of statistics with economic and social sciences orientation</b>		
Each Term	Estimation and Testing I	9
Each Term	Refined basic principles of statistical modeling	6
Each Term	Principles of the Generalized Regression	6
Each Term	Selected areas of economic statistics A	6
Each Term	Decision theory	6
Each Term	Econometrics	6
Each Term	Basic methods of social statistics A	3
Each Term	Basic methods of social statistics B	3
Each Term	Refined foundations of complex data structures	6
Each Term	Principles of multivariate procedures	6
Each Term	Insurance Economics	6
Each Term	Reinsurance	3
Each Term	Insurance technology	3
Each Term	Consumer Research	6
Each Term	Data Mining	3
Each Term	Organization and management in the health system	6
Each Term	International Management in Health Care	3
Each Term	Efficiency analysis	3
Each Term	Seminar on Health Care Management	6
Each Term	Economics and Organization	9
Each Term	Economy and Organization	3
Each Term	Applied Microeconomics	6
Each Term	Applied Macroeconomics	6
Each Term	Studies in Economic Theory	6
Each Term	Studies in Applied Economic Analysis and Empirical Economics	6

Each Term	Studies in Public Economics	6
Each Term	Fields of Application for Economic Statistics A	6
Each Term	Application fields of economic statistics B	3
Each Term	Fields of application of social statistics A	6
Each Term	Fields of application of social statistics B	3
1	Applied Statistics and Consulting	6
1	Presentation of statistical analyzes	6
Each Term	Analysis of longitudinal data	6
Each Term	Analysis of life-time	6
Each Term	Introduction to stochastic processes	6
Each Term	Time series	6
Each Term	Master-Seminar theoretical statistics	9
Each Term	Estimation and Testing II	9
Each Term	Categorical data	6
Each Term	Advanced generalized regression	3
Each Term	Master-Seminar applied statistics (Seminar)	9
Each Term	Experimental planning	6
Each Term	Advanced multivariate procedures	3
Each Term	Mixed models	3
Each Term	Distribution-free procedures	3
Each Term	Advanced test theory	3
Each Term	Spatial statistics	6
Each Term	Special Stochastic Processes	3
Each Term	Event analysis	3
Each Term	Methods of Economic Statistics	3
Each Term	Multivariate time series	3
Each Term	Computerintensive methods	6
Each Term	Advanced computerintensive methods	6
Each Term	Advanced Programming	3
Each Term	Financial Econometrics: Risk Management	6
Each Term	Financial Econometrics: Portfolio Analysis	6
Each Term	Selected areas of economic statistics B	3
Each Term	Empirical Social Research	3
Each Term	Selected areas of social statistics A	6
Each Term	Demography	6
Each Term	Selected areas of social statistics B	3
Each Term	Biostatistical methods	6
Each Term	Bioimaging	3
Each Term	Statistical methods of epidemiology	6
<b>Master Biostatistics</b>		
1	Estimation and Testing I	9
1	Computerintensive methods	6
1	Refined basic principles of statistical modeling	6
1	Principles of the Generalized Regression	6
1	General Biology for minor subjects I	3
1	Basismodul medicine	3
1	Developments in Public Health	3
1	Specific sections of health system research	3
2	Analysis of longitudinal data	6
2	Biostatistical methods	6

2	Seminar Biostatistics	9
2	Refined foundations of complex data structures	6
2	Principles of multivariate procedures	6
Each Term	Genetic epidemiology	3
Each Term	Clinical Epidemiology	3
Each Term	Populations genetics	3
Each Term	General Biology for minor subjects II	3
Each Term	Selected Biostatistics C	3
Each Term	Advanced multivariate procedures	3
Each Term	Advanced Programming	3
Each Term	Mixed models	3
Each Term	Distribution-free procedures	3
Each Term	Estimation and Testing II	9
Each Term	Advanced generalized regression	3
Each Term	Bioimaging	3
Each Term	Event analysis	3
Each Term	Selected areas of biostatistics B	3
Each Term	Special Stochastic Processes	3
Each Term	Refined Biology B	3
Each Term	Decision theory	6
Each Term	Categorical data	6
Each Term	Spatial statistics	6
Each Term	Selected areas of biostatistics A	6
Each Term	Statistical methods of epidemiology	6
Each Term	Experimental planning	6
Each Term	Time series	6
Each Term	Refined biology A	6
Each Term	Advanced computerintensive methods	6
Each Term	Introduction to stochastic processes	6
1	Applied Statistics and Consulting	6
1	Presentation of statistical analyzes	6
1	Statistical Methods for Genomics and Proteomics	6
1	Analysis of life-time	6

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Risk Management	6
2	Time Series Analysis	6

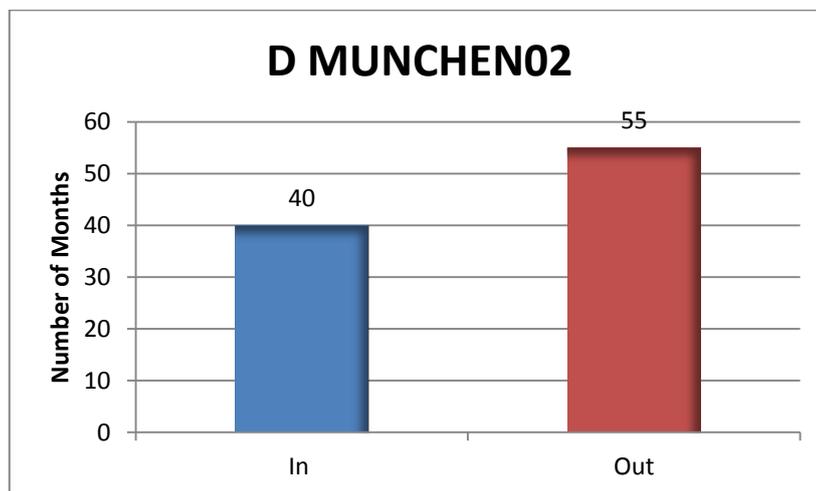
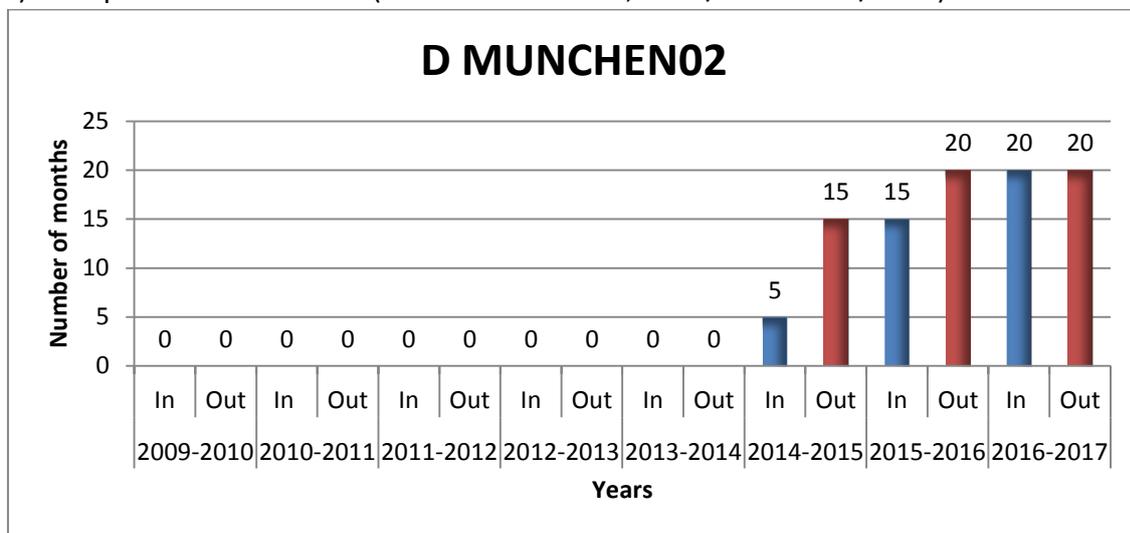
n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Portfolio analysis	6
1	Multivariate time series analysis	3 or 6

- a) University code: **D MUNCHEN02**
- b) Study field: **Business**
- c) Number of spots: **2,5 (5)**
- d) QS World University rankings: **60<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**  
(it is possible if the students fulfill the specific requirements)
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2
German	Mandatory	B2

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	Business Law, Part 1 (BGB)	6
1	Introduction to Business Law	3
Each Term	Patents and Trade Secrets	3
1	Private Law	3
2	Business Law, Part 2	6
2	Law of Business Association 2	3
1	Introduction to Business Ethics (Part II of Module "Foundations of Entrepreneurial and Ethical Business")	3
2	Seminar in Innovation & Entrepreneurship (various subtitles)	6
Each Term	Topics in Innovation & Entrepreneurship (various subtitles)	6
Each Term	The Psychology of Efficient Project Management: Knowledge and Skills For Conducting Scientific Projects	6
Each Term	Applied Strategy and Organization (various subtitles)	3
1	Introduction to Strategy and Organization	3
2	Seminar Marketing, Strategy & Leadership (various subtitles)	6
Each Term	Topics in Marketing, Strategy and Leadership (various subtitles)	6
2	Seminar Operations & Supply Chain Management (various subtitles)	6
Each Term	Topics in Operations and Supply Chain Management (various subtitles)	6
1	Controlling	6
2	Cost Accounting	6
1	Investment and Financial Management	6
2	Seminar Finance & Accounting (various subtitles)	6
Each Term	Topics in Finance & Accounting (various subtitles)	6
1	Economics I (Microeconomics)	6
1	Cyber Law (Part of the module "Marketing Compliance")	3
1	Law of Business Association and Corporations 1	3
1	Marketing Management: Legal Requirements of the Advertisement as Marketing Instrument (Part of the module "Marketing Compliance")	3
Each Term	Business Plan –(Advanced Course (Business Models, Sales and Finance)	6
1	Consumer Goods Marketing	3
1	Human Resource Management	3
1	High Performance Leadership	3
1	Financial Accounting and Reporting	6
1	Basic Principles and international Aspects of Corporate Management	6
2	Basic Principles of Rational Negotiations	6
2	Economics II (Macroeconomics)	6
Each Term	Public Economics I - Economic Theory of the State	3
2	Public Economics VI - Seminar in Public Debt	3

l) List of Courses in German: **Level- Master**

Term	Title	ECTS
2	Basics of Law	6
1	Consumer Law	6
2	Design Law	3
2	Intellectual property rights as the world currency of the knowledge society	3
Each Term	Labor Law	6
1	Tax Law II	3

2	Taxation of real estates, real estate yields and real estate fund	3
2	Tutorial European Business Law	3
Each Term	Lead-User Project	6
1	Banking Law and Credit Collaterals	3
1	Capital Markets Law	3
Each Term	Innovative Entrepreneurs	3
2	Advanced Seminar in Innovation & Entrepreneurship	6
2	Advanced Topics in Innovation & Entrepreneurship	6
Each Term	Leadership by Motivation	3
2	Practice of Leadership and Organization	3
1	Consumer Policy	3
2	Advanced Seminar Marketing, Strategy & Leadership	6
2	Advanced Topics in Marketing, Strategy & Leadership	6
2	Advanced Seminar Operations & Supply Chain Management	6
2	Advanced Topics in Operations & Supply Chain Management	6
2	Group Accounting and IFRS	6
1	Management Accounting	6
Each Term	Management in Family Firms	6
1	Negotiation Strategies	6
Each Term	Advanced Seminar Finance & Accounting (various subtitles)	6
2	Advanced Topics in Finance & Accounting (various subtitles)	6
2	Economics III	6
Each Term	Industrial Organization	6
Irregular	Public Economics II - Theory and Politics of Taxation	3
Irregular	Public Economics III - Theory and Politics of Public Debt	3
Irregular	Public Economics IV - Theory and Politics of Income Distribution	3
Irregular	Public Economics V - Seminar in Public Choice	3
1	Cyber Law (Part of the module "Marketing Compliance")	3
1	Law of Business Association and Corporations 1	3
1	Marketing Management: Legal Requirements of the Advertisement as Marketing Instrument (Part of the module "Marketing Compliance")	3
Each Term	Business Plan - Advanced Course (Business Models, Sales and Finance)	6
1	Consumer Goods Marketing	3
1	Human Resource Management	3
1	High Performance Leadership	3
1	Financial Accounting and Reporting	6
1	Basic Principles and international Aspects of Corporate Management	6
2	Basic Principles of Rational Negotiations	6
2	Economics II (Macroeconomics)	6
Each Term	Public Economics I - Economic Theory of the State	3
2	Public Economics VI - Seminar in Public Debt	3

m) List of courses in English: **Level-Bachelor**

Term	Title	ECTS
1	Entrepreneurship for Students of Information Systems: (Entrepreneurship in a Digital Age)	3
1	Intellectual Property Management in the Global Market Place	3
Each Term	Patents and Trade Secrets	3
1	Introduction to Entrepreneurial Behavior	6
2	Technology and Innovation Management: Introduction (Part of the module "Marketin	3

	g and Innovation")	
1	Introduction to Business Ethics (Part II of Module "Foundations of Entrepreneurial and Ethical Business")	3
1	Introduction to Entrepreneurship (Part I of Module "Foundations of Entrepreneurial and Ethical Business")	3
2	Seminar in Innovation & Entrepreneurship (various subtitles)	6
Each Term	Topics in Innovation & Entrepreneurship (various subtitles)	6
2	Corporate Sustainability	6
1	Introduction to Leadership	3
2	Marketing (Part of the module "Marketing and Innovation")	3
Each Term	Applied Strategy and Organization (various subtitles)	3
1	Introduction to Strategy and Organization	3
2	Seminar Marketing, Strategy & Leadership (various subtitles)	6
Each Term	Topics in Marketing, Strategy and Leadership (various subtitles)	6
2	Service Operations Management	6
2	Production and Logistics	6
2	Seminar Operations & Supply Chain Management (various subtitles)	6
Each Term	Topics in Operations and Supply Chain Management (various subtitles)	6
1	Investment and Financial Management	6
2	Seminar Finance & Accounting (various subtitles)	6
Each Term	Topics in Finance & Accounting (various subtitles)	6
1	Economics I (Microeconomics)	6
2	Licensing Agreements	3
2	Empirical Research Methods	6
2	Entrepreneurial Management	6
Each Term	Business Plan - Basic Course (Business Idea and Market)	3
1	Sustainability Innovation & Sustainability Marketing	6
1	Advanced Planning in Supply Chains - Illustrating the Concepts Using an SAP APO Case Study	6
1	Basics of Advanced Planning and Supply Chain Management	6
1	Topics Operations & Supply Chain Management I: (Sales and Operations Planning in the Automotive Industry)	6
1	Management Science	6
1	Project Management	6
1	Transportation Logistics	6
Each Term	Simulation in Operations Management	3
Each Term	Modeling and Optimization in Operations Management	3
2	Corporate Finance	6
2	Basic Principles of Rational Negotiations	6
1	Principles of Economics	6

n) List of courses in English: **Level- Master**

Term	Title	ECTS
2	European Business Law	3
1	Entrepreneurship	3
1	Advanced Technology and Innovation Management	6
Each Term	Behavioral Pricing: Insights, Methods, and Strategy	6
1	Empirical Research in Management and Economics	6
2	Technology and Innovation Management: Introduction MiM (Part of the module "Marketing and Innovation")	3

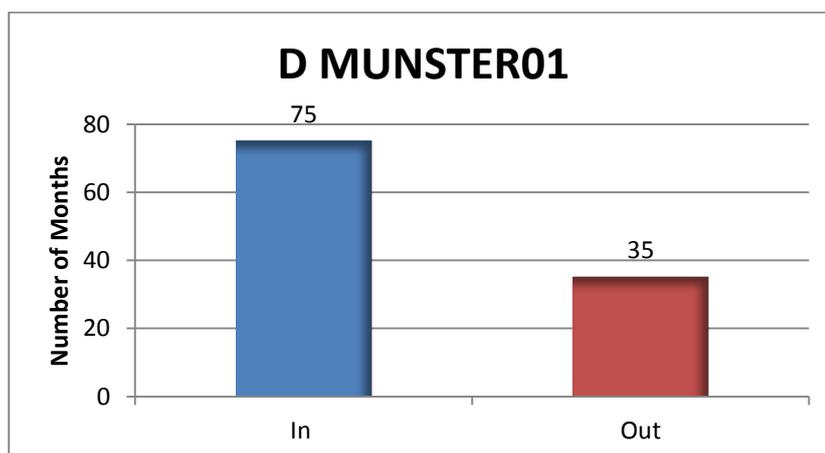
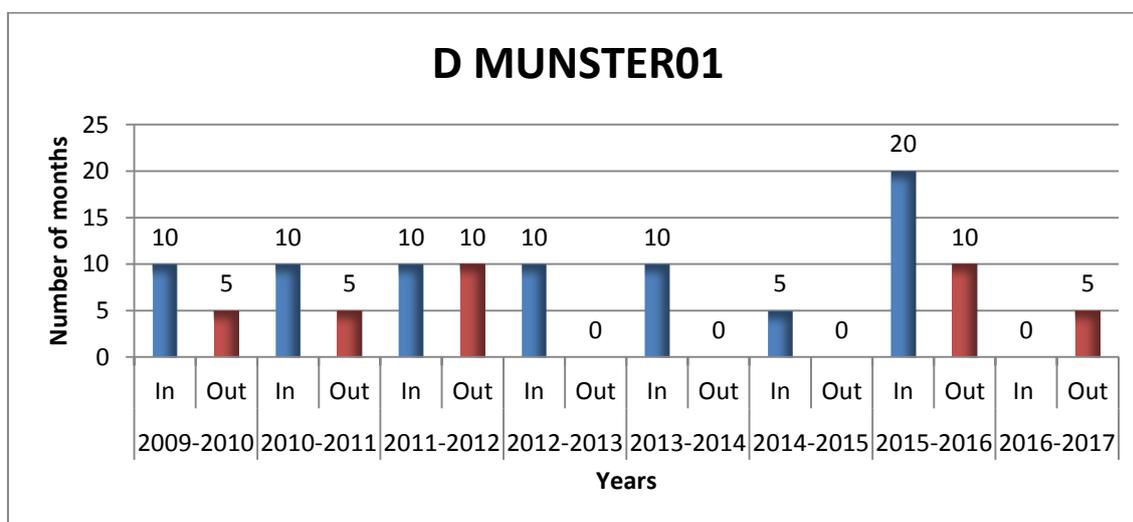
1	Public Understanding of Science and Technology (Responsible Governance in Science, Technology, and Innovation, Part 1)	3
1	Responsible Research and Innovation (Responsible Governance in Science, Technology and Innovation, Part 2)	3
1	Technology, Society and International Security: (The Case of Satellite Technologies)	3
1	What Future of Mobility? Engaging Technologies, Politics, Economic Scenarios, and Practices	3
2	Advanced Seminar in Innovation & Entrepreneurship	6
2	Advanced Topics in Innovation & Entrepreneurship	6
1	Qualitative Research Methods (Part of the module "Research Methods")	3
2	Sustainability Marketing & Sustainable Consumption	6
1	Consumer Behaviour Research Methods	6
2	Luxury Marketing	6
2	Marketing MiM (Part of the module "Marketing and Innovation")	3
1	Corporate Strategies in MNEs	6
Each Term	International Management	3
1	Strategies in MNEs	6
1	Organizational Psychology	3
2	Behavioral Economics	6
1	Consumer Behaviour	6
1	Consumer Economics and Policy	6
2	Food Economics	3
1	Human Values and Household Wellbeing	3
1	Quantitative Research Methods (Part of the module "Research Methods")	3
2	Advanced Seminar Marketing, Strategy & Leadership (various subtitles)	6
2	Advanced Topics in Marketing, Strategy & Leadership (various subtitles)	6
1	Advanced Topics in Operations & Supply Chain Management I: (Quality Management)	6
2	Designing and Scheduling Lean Manufacturing Systems	6
1	Behavioral Operations Management: (Human Decision Behavior - Insights from Laboratory Experiments)	6
2	Complex Scheduling in Manufacturing and Services: Models, Methods and Applications	6
2	Healthcare Operations Management	6
2	Inventory Management	6
2	Research on Inventory Management	3
1	Stochastic Modeling and Optimization	6
2	Production and Logistics (MiM)	6
2	Advanced Seminar Operations & Supply Chain Management (various subtitles)	6
2	Advanced Topics in Operations & Supply Chain Management (various subtitles)	6
2	Cost Accounting	6
2	Value-based Management	6
1	Asset Management	6
1	Banking and Risk Management	3
2	Derivatives	3
1	Negotiation Strategies	6
2	Challenges in Energy Markets	3
2	Energy Markets II	6
2	Licensing Agreements	3
2	Empirical Research Methods	6
2	Entrepreneurial Management	6

Each Term	Business Plan - Basic Course (Business Idea and Market)	3
1	Sustainability Innovation & Sustainability Marketing	6
1	Advanced Planning in Supply Chains - Illustrating the Concepts Using an SAP APO Case Study	6
1	Basics of Advanced Planning and Supply Chain Management	6
1	Topics Operations & Supply Chain Management I: (Sales and Operations Planning in the Automotive Industry)	6
1	Management Science	6
1	Project Management	6
1	Transportation Logistics	6
Each Term	Simulation in Operations Management	3
Each Term	Modeling and Optimization in Operations Management	3
2	Corporate Finance	6
2	Basic Principles of Rational Negotiations	6
1	Principles of Economics	6
2	Energy Trading	3
2	Stochastic Optimization	6
1	Topics in Energy Trading (formerly Derivatives II: (Applications in Energy Markets)	6
Each Term	Advanced Seminar Finance & Accounting (various subtitles)	6
2	Advanced Topics in Finance & Accounting (various subtitles)	6
2	Economics III	6
2	Environmental and Natural Resource Economics	6
1	International Agricultural Markets and Trade	5
1	Challenges in Energy Markets II	3
1	Energy Markets I	6
1	Industrial Economics and Regulation of Energy Markets	6
1	Human Resources and Corporate Social Responsibility)	6
1	International Environmental Policy	3

- a) University code: **D MUNSTER01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **294<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
German	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes** (but students have to speak to the Professor before and ask for the permission)
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Recommended	B2	Only One
German	Recommended	B2	Only One

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	Introduction to Business Administration	3
1	financing	3
1	investment	3
1	Cost accounting and cost management	6
1	Operations Management	6
1	Basics of marketing	6
1	Organization and leadership	3
1	Company constitution	3
1	Balance sheets II	3
1	Traffic taxes	3
1	Income taxes	3
1	Public works	6
1	Corporate Cooperation: Governance	6
1	Company cooperation: current cases	6
1	Specialization in Business Informatics	6
1	Finance and Accounting case study seminar	6
1	Introduction to the VWL / VWL 1	3
1	Mathematics for economists	7
1	Financial Mathematics	2
1	Techniques of IT	3
1	Statistics 1	6
1	Scientific work	3
1	Personality and social competences	3
1	Accounting software and presentation technology	3
1	Company profile TOPSIM	3
1	bachelor thesis	12
1	Market and price theory	4.5
1	Game theory	4.5
1	General tax advice	6
1	Special tax advice	6
1	Monetary policy	6
1	Monetary economy	6
1	Regional economics	6
1	Seminar: Quantitative Economic History	3
1	Advanced quantitative economic history	3
1	Principles of Transport Economics	6
1	Regional Economics: Integrated Economic Areas I	6
1	Cases in Economic Policy	6
1	Introduction to Information Systems	3
1	Process Management and Application Systems	6
1	Software engineering	6
1	Data and Probability	6
1	Introduction to Economics for IS	6
1	Project Seminar	12
1	Specialization Information Systems	9
1	Specialization Computer Science	9
1	Specialization Quantitative Methods	9

1	Specialization Business Administration	9
1	Approved Internship	9
1	Bachelor Thesis	12
2	Accounting Basics	9
2	Balance sheets I	3
2	Principles of corporate taxation	3
2	Planning and decision making	6
2	Traffic taxes	3
2	Income taxes	3
2	Insurance economy	6
2	Logistics management	6
2	Corporate Cooperation: Management	6
2	Company cooperation: current cases	6
2	International transport markets	3
2	Innovation management	6
2	Introduction to the VWL / VWL 1	3
2	Decision Support Accounting	3
2	Microeconomics	6
2	Fundamentals of regulation for business executives	6
2	Fundamentals of Economic Policy	6
2	New Institutional Economics for Business Management	6
2	Mathematics for economists	7
2	Financial Mathematics	2
2	Techniques of IT	3
2	Statistics 2	6
2	Private law	6
2	Scientific work	3
2	Personality and social competences	3
2	Board activity in a student initiative	3
2	Enactus (previously: SIFE)	3
2	Company profile TOPSIM	3
2	Economic and business ethics	3
2	bachelor thesis	12
2	Macroeconomics / Economic Activity and Employment	6
2	Principles of regulation	6
2	Money theory	4.5
2	Foreign trade	4.5
2	New Institutional Economics	4.5
2	Theory of the enterprise	4.5
2	Energy economics	6
2	International transport markets	3
2	Logistics management	6
2	Quantitative economic history: roots of the euro	6
2	The Limits to Growth - Growth and Consumer Criticism in the 20th Century	3
2	Sports economics	6
2	Seminar: General Economic Theory	6
2	Regional economics: integrated economic areas II	6
2	Labor market economics	6
2	Current cases of economic policy	6
2	Economic and business ethics	6

2	bachelor thesis	12
2	Mathematics for economists	7
2	Financial Mathematics	2
2	Data management	6
2	Computer Science II - Data Structures and Algorithms	9
2	Operations Research	6
2	Accounting Basics	9
2	Data analysis	9
2	Project seminar	9
2	Deepening module Information systems in healthcare	9
2	Deepening module QM	9
2	Recession module BWL	6
2	Academic accompanying internship	9
2	bachelor thesis	12

l) List of courses in German: **Level- Master**

Term	Title	ECTS
1	Concepts and Tools of Management Accounting	6
1	Financial Accounting	3
1	International Taxation	3
1	Seminar on Accounting II	12
1	Advanced Taxation	3
1	Selected Chapters of Accounting and Auditing II	3
1	Company law II	3
1	Sales Tax Law	3
1	Management and control within the Group	6
1	Advanced Accounting on specific topics I	6
1	IFRS and Management Control	4
1	Applications of Management Accounting	3
1	Organizational Development	3
1	Cases and Presentation	3
1	Strategic Management I	3
1	Strategic Management II	3
1	Strategic analysis	6
1	Management IV	3
1	Governance	3
1	Principles of research, technology & innovation	6
1	Management and control within the Group	6
1	Seminar organization and staff I	12
1	Seminar Strategic Management	12
1	Seminar II of the Major Management	12
1	Economics of Regulation	6
1	Project studies	6
1	Master thesis	24
1	Economic Policy	6
1	Advanced Microeconomics I	6
1	Environmental economics	3
1	Company law II	3
1	Business Cooperation: Mergers and Acquisitions	6
1	Current Cases of Mergers and Acquisitions	6

1	Labor Market and Employment Policy	6
1	Seminar on Economic Policy	6
1	Seminar Financial Science, Demographic Change	6
1	Fiscal Policy	6
1	Industrial Organization	5
2	International Controlling	6
2	Seminar Accounting I	12
2	Company rating	3
2	Balance sheet analysis	3
2	Tax planning	3
2	Special accounting questions under HGB and IFRS	6
2	Selected chapters from accounting and auditing	3
2	Commercial and company law I	3
2	Insurance economy	6
2	Case studies on international company accounting	3
2	Empirical Tax Research	6
2	Empirical Accounting Research	3
2	Tax balances	3
2	Conversion tax	3
2	Strategic Management III	6
2	Industrial Relations and International Affairs	6
2	Human resources management	6
2	Management and control within the Group	6
2	Project study	6
2	Master thesis	24
2	Economic theory of the state	6
2	Advanced traffic economics	6
2	Advanced quantitative economic history	6
2	Commercial and corporate law	6
2	Current M & A cases	6
2	Selected topics of economics: European fiscal policy	6
2	Seminar Regional Economics for advanced students	6
2	Seminar Quantitative energy management	6
2	Seminar Current questions of the bank and monetary policy	6
2	Advanced Microeconomics II	6
2	Regional economics for advanced	6
2	Current economic developments	6
2	Current topics of economics	6
2	Financial science	6
2	Empirical Finance	6
2	Research internship	6
2	Advanced sports economics	6
2	Financial intermediation II	6

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Operations Management	6
1	International Financial Management	6
1	Business Cooperation: Governance	6
1	INTOP (Finance & Accounting-Seminar)	6

1	Business English	3
1	Presentation and Communication	3
1	Business simulation TOPSIM	3
1	Developing Negotiation Skills	3
1	Business Analysis	3
1	Ethics in Finance	6
1	Principles of Economics	3
1	Trade Theory and Policy	6
1	Advanced Statistics	6
1	Econometrics I	6
2	Corporate Finance	6
2	Rational Decision Making	3
2	Market Research	3
2	Marketing Operations	3
2	Specialization in Finance	6
2	Services Marketing	3
2	Customer Management	3
2	Retail Management	3
2	Advanced Management	6
2	UK: Management	6
2	Business English	3
2	Presentation and Communication	3
2	Business and Intercultural Communication	3
2	Business Simulation TOPSIM	3
2	Developing Negotiation Skills	3
2	Principles of Economics	3
2	Econometrics II	6

n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	International Financial Reporting	3
1	INTOP	6
1	Accounting Theory	6
1	Business Ethics and Normative Economics	6
1	Introduction to Finance	6
1	Behavioral Finance	6
1	Derivates I	6
1	Empirical Lab I	6
1	Empirical Lab II	6
1	Asset Pricing	3
1	Insurance and Pension Risk	6
1	Advanced Market Research	6
1	Market-oriented Leadership	6
1	Consumer Behavior	6
1	Media Marketing	6
1	Sales Management	6
1	Advanced Media Marketing	6
1	Innovation Management	6
1	Microeconomics	6
1	Macroeconomics	6
1	Regulatory Economics	6
1	Microeconometrics	6
1	Time Series Analysis	6
1	Dynamic Stochastic Equilibrium Models (DSGE)	6

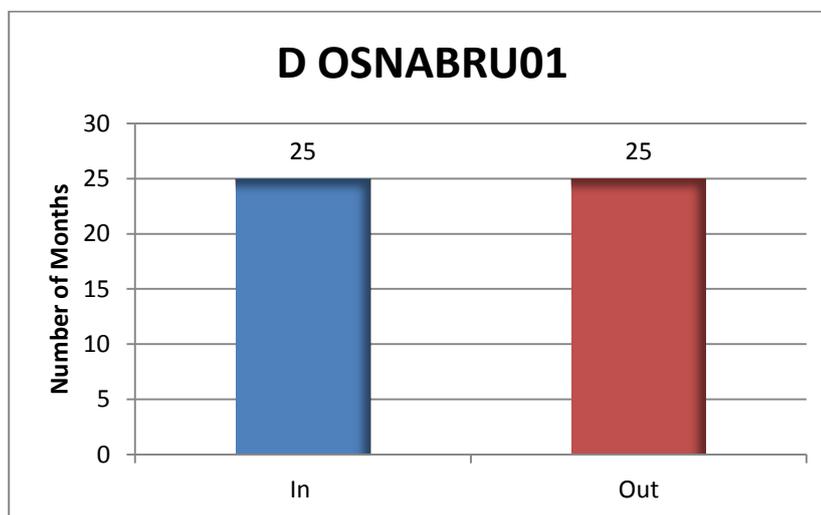
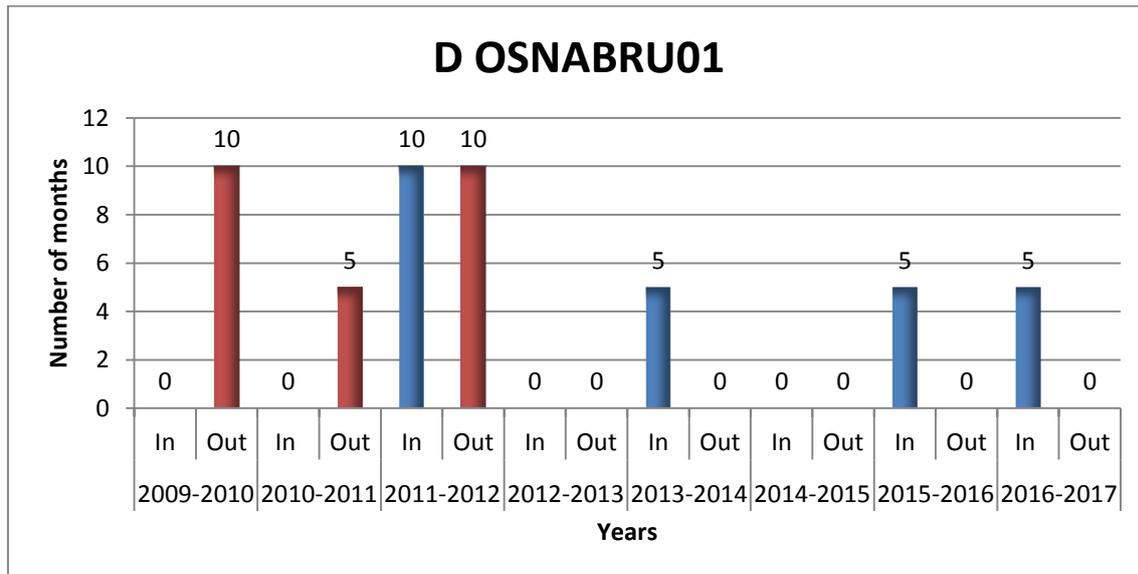
1	Seminar Advanced Monetary Theory and Policy	6
1	Advanced Public Economics	6
1	Seminar Public Economics: Economics of White Collar Crime	6
1	Business Cooperation: Mergers and Acquisition	6
1	Process Management: Information Modeling	6
1	Business Intelligence: Management Information Systems and Data Warehousing	6
1	Business Intelligence: Data Analytics - I	6
1	Information Systems Development: Logic Specification and Programming	6
1	Information Systems Development: Data Integration	6
1	Production and Retail: Supply Chain Management and Logistics	6
1	Production and Retail: Production Planning and Control	6
1	Electives Module (Seminar)	6
1	Project Seminar	12
2	Accounting Theory	6
2	Cases in Top Management decision making	6
2	INTOP	6
2	Advanced International Financial Reporting	6
2	Financial Intermediation I	6
2	Advanced Corporate Finance	6
2	Corporate Governance and Responsible Business Practices	6
2	Derivatives II	6
2	Empirical Lab II	6
2	Brand Management and Integrated Communication	6
2	Marketing Strategy	12
2	Seminar Marketing I	12
2	Money and Interest	6
2	Climate economics	6
2	Empirical Methods	6
2	Selected Topics: Econometrics of filtering	3
2	Selected Topics in Econometrics, Statistics and Empirical Economics I	6
2	Empirical Public Economics: Taxes and Business Strategy – Insights from Accounting	6
2	Information Management: Theories	6
2	Process Management: Enterprise Architecture Management	6
2	Process Management: Workflow Management	6
2	Business Networks: Information Security	6
2	Business Networks: Network Economics	6
2	Business Intelligence: Data Analytics II	6
2	Information Systems Development: Advanced Concepts of Software Engineering	6
2	Logistics, Production, Management and Retail: Retail	6
2	Elective Modules (Lecture/Exercise)	6
2	Electives Module (Seminar)	6
2	Project Seminar	12



- a) University code: **D OSNABRU01**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	If courses in more than one language, for the acceptance of the student is necessary to prove..
English	Recommended	At least B1	Only One
German	Recommended	At least B1	Only One

k) List of courses in German: **Level- Bachelor**

**6 ECTS:** Graded exam (various methods of examination like oral exam, test, presentation, research paper, term paper etc.)

**4 ECTS:** Certificate of attendance without a grade, smaller exam (various methods of examination like presentation, research paper , essay etc.)

Students can choose whether they want to take the course for 4 ECTS (without a grade) or 6 ECTS (graded exam).

Term	Title	ECTS
1	Career Marketing: Market analysis and planning	4 or 6
1	Classics of political thought	4 or 6
2	Colloquium on Bachelor Thesis (Politics)	4
1	Colloquium on Bachelor Thesis (Sociology)	4
1	Comparative Democracy Research	4 or 6
1	Comparison of political systems	4 or 6
2	Current Issues and Problems (Varying Topics)	4 or 6
2	Current Issues and Problems of Comparative Political Science	4 or 6
2	Data analysis (qualitative methods)	6
1	Data Analysis 1 (Quantitative Methods)	4
2	Data Analysis 2 (Quantitative Methods)	6
2	Democracy theories	4 or 6
2	Democratic governing in change	4 or 6
2	Economic and Social Statistics	6
2	Economic and social statistics (+ tutorial)	6
1	Economic Sociology	4 or 6
2	Economy and society	4 or 6
2	Economy and society in Europe	4 or 6
1	EU from the practical perspective	4
1	EU in the international system I	4 or 6
2	EU in the international system II	4 or 6
1	European Economic Area I	4 or 6
1	European Economy I	4 or 6
2	European Economy II	4 or 6
1	European government systems	4 or 6
2	European social policy	4 or 6
1	European welfare states in comparison	4 or 6
2	Family sociology	4 or 6
1	Financialization of the economy - deepening economic sociology	4 or 6
2	Financialization of the economy: deepening economic sociology	4 or 6
1	Future concepts: Social ecological market economy, community economy and similar approaches	4 or 6
1	Gender and migration	4 or 6
2	Global governance	4 or 6
1	Government system of the FRG	4 or 6
1	Government systems of the FRG	4 or 6
1	Happiness, success and power	4 or 6
2	History and introduction to theories of European integration	6
1	Innovations, creativity and flexibility: transformations to a new spirit of capitalism in the 21st century - deepening economic sociology	4 or 6

1	Intercultural competence in the private and professional life	4 or 6
1	Intercultural Competence: Special seminar	2 or 4
1	Introduction in Political Science	3
2	Introduction to international relations	4 or 6
1	Introduction to microsociology	4 or 6
1	Introduction to Political Science	3
1	Introduction to Sociology	3
1	Introduction to the EU political system	4
1	Introduction to the methods of empirical social research	4
2	Markets, management and organization	4 or 6
2	Organization sociology	4 or 6
1	Parliamentary democracy	4 or 6
1	POK II: Data collection	4 or 6
2	POK S: Data Analysis 2 (Group 1)	6
2	POK S: Data Analysis 2 (Group 2)	6
2	POK XL: Data collection / data analysis	12
2	Policy advice	4 or 6
1	Policy Making in the EU I	4 or 6
2	Policy Making in the EU II	4 or 6
2	politic and economy	4 or 6
2	Political thought flows and movements	4 or 6
1	Populism / populist. Parties	4 or 6
1	Power and dominion	4
1	Problem areas of international politics (varying subjects)	4 or 6
2	Public Policy - Policy Field Analysis	4 or 6
2	Public Policy Analysis / Policy Field Analysis	4 or 6
1	Qualitative methods	4
1	Regulating in the FRG	4 or 6
1	Religious policy	4 or 6
1	Selected problems of criminology	4 or 6
1	Social inequality and social structure	4 or 6
2	Social inequality and social structure in international comparison	4 or 6
2	Sociological Theories I: Theories of Social Differentiation	4
1	Sociological theories I: Theory of action	4 or 6
2	Sociological theories II: Deepening 2 - Modern society from the perspective of system theory	4 or 6
1	Sociological Theories II: Deepening Rational Choice Theories	4 or 6
1	Sociological Theories II: Specialization (Rational Choice)	4 or 6
1	Sociological Theories II: Specialization 1	4 or 6
2	Sociological Theories II: Specialization 2 (System Theory)	4 or 6
1	Special Societies I + II / Sociol. Theories II: Religious Sociology	4 or 6
1	Special sociologies I + II Family sociology	4 or 6
1	Special Sociologies: Family Sociology	4 or 6
1	Special Sociologies: Religious Sociology	4 or 6
1	Special Sociologies: Youth Sociology	4 or 6
2	Specialization Mirkosozologie	4 or 6
1	Sports and politics	4 or 6
1	State and Domestic Policy (Variations of Topics)	4 or 6
1	Structures and functions of the EU political system	4 or 6
1	Techniques of scientific work	4

1	Techniques of Scientific Work for Sociologists (+ Tutorial TWA)	4
1	The historical roots for the 'rise of Europe' in the global comparison / The great East-West-Divergence	4 or 6
2	Theories and methods of comparative political science	4 or 6
2	Theories of social differentiation	4 or 6
1	Through intervention to peace?	4 or 6
1	TTIP: Opportunities and problems	4 or 6
1	Tutorial 1 Introduction to the Methods of Empirical Social Research	4
1	Tutorial 2 on Introduction to the Methods of Empirical Social Research (Alex Schwabe)	4
1	Tutorial TWA Sociology 3 (Tim Hübner)	4
1	Tutorial TWA Sociology 5 (Alexander Schwabe)	4
1	Tutorium TWA Sociology 1 (Kim Bersieker)	4
1	Tutorium TWA Sociology 4 (Rabea Mette)	4
1	Tutorium TWA Sociology 6 (Julia Zimmermann)	4
1	United Nations' Human Rights Policy: Achievements, Challenges & Trends?	4 or 6

l) List of courses in German: **Level- Master**

Term	Title	ECTS
1	Applied Public Policy Analysis 1 (Language: English and German)	4 or 6
2	Applied Public Policy Analysis 2 (Language: English and German)	4 or 6
1	Civil society (s) in comparison	4 or 6
1	Colloquium for the preparation for the master thesis (sociology)	2
1	Colloquium in preparation for the Master thesis (Politics)	2
2	Comparative Public Policy Analysis (Language: German and English)	4 or 6
1	Comparing Civil Societies (Language: English and English)	4 or 6
2	Democracy and Peacebuilding (Language: German and English)	4 or 6
2	Democracy Promotion & Democracies in Transition	4 or 6
2	Economy and work in transition	4 or 6
1	EU and Global Governance	4 or 6
1	EU from the practical perspective	4
1	European Minority Regime (s): Minority Protection in the Law and Exclusion in Society?	4 or 6
2	European Refuge / es. International virtual seminar (in English)	4 or 6
2	Europeanization of national politics	4 or 6
1	Excursion KABBO KAMUWALA - THE GIRL'S BASKET	2
1	Forms of social differentiation	4 or 6
1	Global and European Refugee Policy: Actors, Concepts, Challenges	4 or 6
2	Globalization and European policy	4 or 6
1	Good Governance and Public Policy (Language: German and English)	4 or 6
1	Governance in the EU	4 or 6
1	Governance of the EU (Language: German and English)	4 or 6
1	How to organize elite power	4 or 6
1	Intercultural Psychology	4
2	Introduction to gender research	4 or 6
1	Introduction to Higher Education	2
1	Key Qualification Text Production - Successful Writing at Work	2
1	Language acquisition in the context of migration (IMIB only)	4
1	Lecture Series: Problems of Interdisciplinary and Intercultural Migration Research	2
2	Mediation of interests in the European Union	4 or 6
1	Migration and Border Regimes and Social Conflict	4 or 6
2	Migration and identity	4
2	Pathologies of modern society	4 or 6
1	Peace and Conflict Studies (Language: German and English)	4 or 6
2	Political - the example of the AfD and its followers	2

2	Political Interest Intermediation (Language: German and English)	4 or 6
1	Political Theory and Civil Society (Language: German and English)	4 or 6
1	Populism - threat or corrective to democracy? The rise of a new "core concept" in comparative politics	4 or 6
1	Professions and professions	4 or 6
1	Qualitative methods	4 or 6
2	Quantitative methods	4 or 6
1	Return of social classes? Sociological and political science perspectives	4 or 6
1	Social structure and culture	4 or 6
2	The Modern State in History and Theory / Theory and History of the Modern State (Language: German and English)	4 or 6
2	The political thinking of Europe	4 or 6
1	Theoretical perspectives of EU research	4 or 6
2	Theories of Culture	4 or 6
2	Transformation of welfare state regimes in Europe	4 or 6
1	United Nations' Human Rights Policy: Achievements, Challenges & Trends?	4 or 6
1	Variants of capitalism	4 or 6
1	Variants of capitalism (focus on Europe)	4 or 6
1	Vocational and research practice	2
1	Intercultural Competence: Special seminar	2 or 4
2	"Pathologies" of modern society	4 or 6
2	Applied Public Policy Analysis 2	4 or 6
1	Applied Public Policy Analysis I	4 or 6
1	Career Marketing: Market analysis and planning	4 or 6
2	Comparative Public Policy Analysis	4 or 6
1	Comparing Civil Societies / Civil Society in the EU	4 or 6
2	Democracy and Peacebuilding	4 or 6
2	Democracy Promotion & Democracies in Transition	4 or 6
1	Introduction to social sciences migration research	4 or 6
1	Forms of social differentiation	4 or 6
1	Research Center "Digitization: New Technology, Work and Society"	4 or 6
2	Globalization and European policy	4 or 6
1	Good Governance and Public Policy	4 or 6
2	Main seminar: city marketing and business promotion	4 or 6
1	Peace and Conflict Studies	4 or 6
2	Policy advice	4 or 6
1	Social structure and culture	4 or 6
1	Sports and politics	4 or 6
2	The Modern State in History and Theory	4 or 6
2	Theories of Culture	4 or 6
1	Variants and dynamics of capitalism	4 or 6
2	Economy and work in transition	4 or 6
1	Political Theory and Civil Society	6 or 4

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Populism – Threat or Corrective to Democracy? The Rise of a New »Core Concept in Comparative Politics	4 or 6

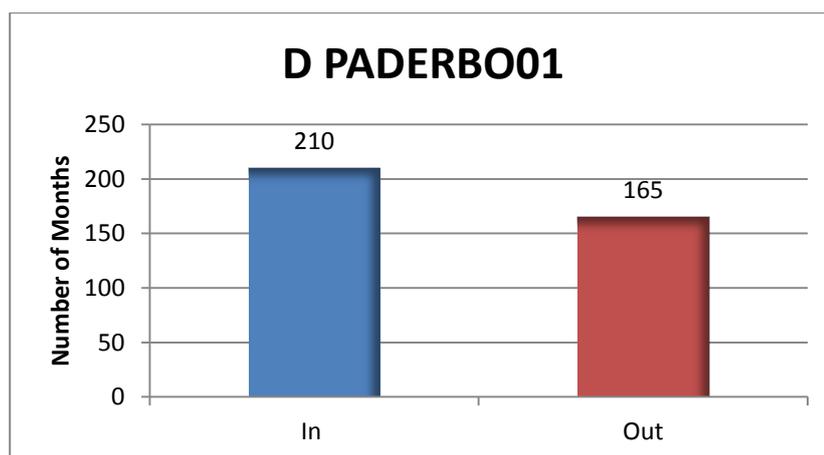
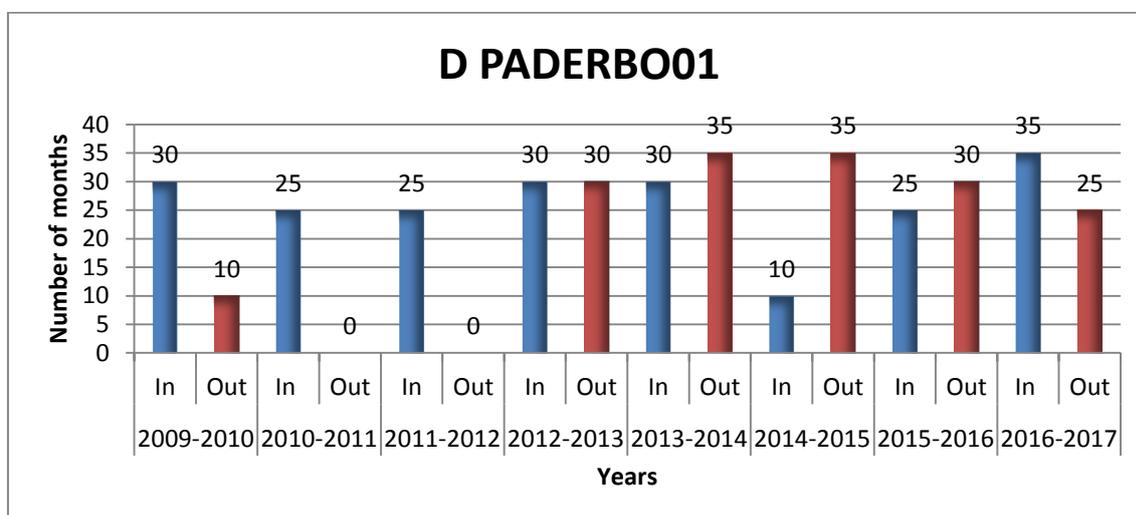
n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Political Theory and Civil Society	4 or 6
1	Comparing Civil Societies	4 or 6
1	Good Governance and Public Policy	4 or 6
1	Peace and Conflict Studies	4 or 6
1	Applied Public Policy Analysis I	4 or 6
1	Minorities Master Migration Regimes and Social Conflict	4 or 6

- a) University code: **D PADERBO01**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B1
German	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Recommended	B1
German	Recommended	B1

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
1	Advanced questions of the company assessment	5
Each Term	Applied statistics	5
1	Applied Time Series Analysis and Economic Forecast	5
Each Term	Areas of specialization English B.Sc. IBS	5
1	Areas of specialization Production and information management	5 or 10
2	Areas of specialization Production and information management	5
1	B2B Marketing	10
Each Term	Bachelorkolloquium business tax advice	5
2	Bachelorkolloquium International Business	5
Each Term	Bachelor's Colloquium (Werner)	10
1	Banking and stock exchanges	5
2	Banking Law	10
1	Basic seminar on financial and risk management	5
2	Basics of controlling	5
1	Basics of Controlling II	5
1	Business Analytics	5
Each Term	Business Analytics project	5
Each Term	Business Intelligence Seminar	5
2	Business Model Canvas	5
1	Business process management	5
2	Business Writing Skills (English / French)	10
2	Business Writing Skills (English / Spanish)	10
2	Capital market theory	10
2	Capital markets and corporate governance in Asia	5
Each Term	Colloquium on Corporate Governance Research	5
2	Communication and leadership	5
2	Company rating	10
1	Company taxation	10
1	Comparative and International Employment Relations	5
1	Competence development I	5
2	Competence Development II - Orientation Practice	5
Each Term	Competition policy	5
2	Cross-Cultural Management	5
2	Current Issues in IFRS Accounting	5
Each Term	Decision Support Project	5
2	Digital service systems	5
Each Term	Diversity management at vocational schools	5
Each Term	Economic Theory of Social Networks (Seminar)	5
2	Economic thinking and action	10
1	Economics of European Integration	5
1	Economy of digital markets	5
2	Empirical Economic Research	5
Each Term	Empirical Economic Research with Stata	5
1	Empirical research in accounting	5
Each Term	Empirical Social Research - Colloquium for Bachelor and Master Candidates in Service Management	0
2	English I & II	10

2	Entrepreneurship	10
1	European / International Law	10
Each Term	Excellence seminar Economics	5
Each Term	Excellence seminar management	5
Each Term	Excellence seminar on economic education	5
1	Excellence seminar W	5
Each Term	Excellency seminar Taxation, Accounting & Finance	5
2	Fachdidaktik A - curriculum and education	5
2	Fachdidaktik B - Methods of teaching and learning	3
2	Founding and IT Law I	5
1	Founding and IT Law II	5
2	Freakonomics: Surprising effects of applied economics	5
2	French I & II	10
1	Game Theory	10
1	Human Resources	10
1	Ideas of company founding	5
1	Industrial economics	5
Each Term	Information Technology in Business	5
Each Term	Innovative Ideas Seminar (Undergraduate)	10
2	Insights into Semantic Technologies	5
2	Institutional economics and economic policy	5
2	Intermediate Macroeconomics	5 or 10
Each Term	International Business Cultures	10
2	International Business Financing	5
2	International Economics - Basic Concepts and Current Issues	10
1	International Financial Reporting Standards	10
1	International Management with Regional Focus on China	5
1	International Socio-Economic Studies	5
Each Term	Introduction to Econometrics	5
1	Introduction to microeconometry	5
Each Term	Introduction to multivariate statistics with SPSS	5
2	Introduction to strategic innovation management	5
1	Introduction to the Principal Language Skills (English / French)	10
1	Introduction to the simulation of material flow systems	5
2	Knowledge management	5
1	Leadership in Practice	5
1	Management and Economics of Non-Profit Organizations	5
1	Management of services and innovations in healthcare logistics	5
1	Managerial Economics	10
Each Term	Marketing Thesis Colloquium	0
2	Mathematics for Economics II	5
1	Mathematics for Economics III	10
2	Methods of computer-assisted production and logistics	5
2	Methods of decision support	5
1	Methods of financial management	5
1	Methods of IT investment assessment	5
2	Methods of personnel work	5
1	Methods of project management	5
1	Methods of Semantic Information Processing	5
2	Mining Social Media	5

1	Modern Methods in Management Accounting	5
1	Multinational Firm	10
2	Negotiation: Theory and Techniques in a Global Economy	5
2	New methods of business education	5
1	Optimization methods and systems	5
2	Organization and company management	10
2	Organizational Psychology	5
1	Peer mentoring I: mentoring for an academic mentoring	5
2	Peer Mentoring II: Designing an Academic Mentoring	5
2	Praxis project Service Brand Management (Bachelor)	5
2	Praxis seminar Online Marketing	5
2	Predictive Analytics	5
Each Term	Presentation Skills and Culture Studies	10
2	Presentation Skills and Culture Studies (English / French)	10
2	Presentation Skills and Culture Studies (English / Spanish)	10
2	Principles of Controlling III: Coordination and behavior control	5
2	Principles of corporate governance	10
Each Term	Principles of Economic Ethics	5
2	Principles of economics	9
1	Principles of labor law I	5
2	Principles of Labor Law II	5
1	Principles of service management	5
2	Principles of statistics II	5
Each Term	Production and logistics	5
2	Production logistics	10
1	Production management	10
1	Production systems	10
1	Project Seminar IT Management & Transformation	5
Each Term	Project work Service management	5
2	Retailing: How to Turn Shoppers into Customers	5
2	Scenario management	5
Each Term	Scientific work in the personal economy	5
Each Term	Seminar for scientific work and presentation in the field of "Finance & Investment"	5
1	Seminar for the Play Exchange	5
1	Seminar in Accounting	5
2	Seminar in Group Accounting	5
2	Seminar in Human Resources	5
Each Term	Seminar on Economic Ethics	10
2	Seminar on selected questions of controlling	5
2	Seminar on the digitization of companies	5
1	Seminar statistics and empirical economic research	5
Each Term	Seminar work	5
2	Sentiment Analysis - Methods and Applications	5
2	Service learning in economics	5
2	Service Management Challenge	5
Each Term	Social relationships between students in vocational schools: reduction of prejudices, dealing with discrimination and tolerance	5
2	Spanish I & II	10
Each Term	Special fields of business informatics	5 or 10
Each Term	Special fields of econometrics / statistics	5 or 10

2	Special fields of economic education	5 or 10
1	Special questions of external accounting	10
Each Term	Specialized areas management	5
Each Term	Specialized projects in business informatics	10
Each Term	Specialties Economics	5 or 10
Each Term	Specialties French B.Sc. IBS	5
Each Term	Specialties Spanish B.Sc. IBS	5
Each Term	Specialties Taxation, Accounting and Finance	5 or 10
2	Sports Economics	5
1	Strategic Marketing Simulation	5
Each Term	Studies in semantic information processing	5
1	Study Work Digital Markets	5
Each Term	Study work in methods and concepts of production and logistics	5
Each Term	Study work information management	5
Each Term	Study work Winfo 4	5
1	Sustainable Economics and Management	5
2	Sustainable International Business Management in Multinational Corporations	5
2	Tax Accounting	10
2	The Economics of Health Care Systems	5
1	The Economics of Professional and Leisure Sports	5
2	The principles of business administration B and private commercial law	9
1	Theory of company accounts	5
2	Topics in Game Theory	5
1	Trade and Development	5
2	Vocational Education I: Operational B	4
1	Vocational Education II: Vocational Field Practical	3
1	Work and personal psychology	5
Each Term	Workshop and Culture Studies	10
1	Workshop and Culture Studies (English / French)	10
1	Workshop and Culture Studies (English / Spanish)	10

l) List of courses in German: **Level- Master**

Term	Title	ECTS
1	Advanced Course in International Business Culture	10
2	Advanced Course in International Business Culture I	10
Each Term	Advanced Course in International Business Culture II	5
2	Advanced enterprise systems	10
2	Advanced multi-channel management in retail	5
2	Current research questions in business taxation	5
2	Alternative investments	5
1	Applied empirical social research in service management	5
1	Work and organizational psychology	10
1	Employment Law	10
1	Selected topics of the VWL	10
1	Bank balance analysis	5
1	Behavioral Economics for Management	5
1	Vocational education and training	5
Each Term	Business analytics project	5
1	Compliance in the company area	5
Each Term	Corporate Entrepreneurship	5
1	Customer Satisfaction Monitoring - Concepts and Algorithms	10

Each Term	Decision Support Project	5
2	Disclosure Theory	5
2	Insights into Semantic Technologies	10
1	Introduction to the theory of the company	5
1	Introduction to the theories of modern business management	5
Each Term	Empirical Accounting Research	5
1	Empirical management research	10
Each Term	Empirical Social Research - Colloquium for Bachelor and Master Candidates in Service Management	0
Each Term	Development and learning I	5
2	Development and learning II	5
1	European	10
2	Experiments on Digital Markets	5
Each Term	Fachdidaktik: Didactics in and for social-economic fields of action	10
1	Financial Engineering	10
1	Research Methods in Business Informatics	5
1	Happiness Economics	5
2	Human Resource Management	10
Each Term	Independent Studies in Management Information Systems	10
2	Industry 4.0: Consequences for occupational and vocational education and training	5
2	Information Systems for Smart Service	10
Each Term	Innovative Ideas Seminar (Graduate)	10
1	Intelligent search on the web - in the footsteps of Google and Co	5
1	Interdisciplinary Seminar in Human Resources	5
2	International taxation	10
2	International Business Law	10
Each Term	Interreligious perspectives of economic ethics	5
2	Introduction to Academic Vocabulary	2
2	IT Risk Management, Audit and Governance	5
2	IT solutions for production planning	10
Each Term	Japanese for Business and Economics	10
Each Term	Colloquium on Corporate Governance Research	5
2	Competence Development II - Orientation Practice	5
1	Competence-oriented didactics: design of complex learning environments	5
Each Term	Cooperation in business process management, especially supply chain management	5
2	Customer management and research	10
1	Language in an International Context (English / French)	10
2	Linear algebra for computer scientists	10
2	Logistics management	10
2	Management Case Studies	5
2	Management Consulting - Solutions of key questions of corporate language	5
1	Management and marketing philosophy and theory	10
2	Management of reorganization and IT projects	5
2	Markets for Information Goods	5
Each Term	Masterkolloquium Business Taxation	5
Each Term	Masterkolloquium International Business	5
Each Term	Master seminar in Finance	5
1	Mathematics for Economics IV	5
Each Term	MBA Transfer Degree Program - Experience report	5
1	Medial tactics	5

1	Mentoring for Incoming Asian Students (Asian Studies in Business and Economics - ASBE)	2,5
2	Methods in Controlling	10
2	Mining Social Media	10
2	Economy, ethics and thinking	10
2	Operations Research A	10
1	Operations Research B	10
2	Optimization of Acquired Language Skills (English / French)	10
2	Optimization of Acquired Language Skills (English / Spanish)	10
2	Optimization of Acquired Language Skills in an International Context	10
1	Project Seminar Advanced Topics in IT Management & Transformation	5
2	Project Seminar Digital Service Innovations	5
1	Project seminar: Experiments in Behavioral Economics	5
1	Project for bank management	5
Each Term	Project work Service management	5
1	Smart Service	10
1	Legal form selection & tax planning	10
1	Recommender Systems	5
Each Term	Research and Independent Studies in Management Information Studies	10
1	Risk management in credit institutions	5
2	Seminar on Risk Management	5
2	Seminar on the digitization of companies	5
Each Term	Seminar on the Organizational Economy: Individual Behavior	5
Each Term	Seminar on the Organizational Economy: Individual Behavior II	10
2	Seminar on Economic Ethics and Corporate Ethics	5
Each Term	Seminar work	5
Each Term	Seminar work II	5
2	Sentiment Analysis - Methods and Applications	10
2	Service & Technology Management	10
2	Social Entrepreneurship - innovative solutions for social, social and ecological problems	5
1	Software application in supply chain management	10
Each Term	Special Deepening Area Economics	10
Each Term	Specialized area English M.Sc. IBS	5
Each Term	Special Degrees French M.Sc. IBS	5
Each Term	Special Deepenment Management	10
Each Term	Special area of econometrics / statistics	5
Each Term	Special well-being area Production and information management	10
Each Term	Specialized area Spanish M.Sc. IBS	5
Each Term	Specialized area Taxation, Accounting and Finance I	10
Each Term	Special Deepening Area Taxation, Accounting and Finance II	5
Each Term	Specialized area Business information I	10
Each Term	Special Deepenment Business Information II	5
Each Term	Specialized area of economic education I	10
Each Term	Special Deepenment Area Economic Education II	5
Each Term	Promoting language in vocational education in vocational schools	5
1	Technology and innovation law I	10
2	Technology and innovation law II	5
2	The Economics of Individual Behavior in Organizations	5
2	The Economics of Individual Behavior in Organizations II	10

Each Term	Topics of economic ethics	5
2	Theory of Accounting II - A Control Perspective	10
1	Theory of accounting and auditing	5
1	Topics in Accounting and Disclosure Theory	5
1	Topics in Managerial Economics	5
1	Conversion tax	5
2	Corporate Ethics	10
1	Value-Based Marketing: Understanding and Communicating Customer Value in Business Markets	5
Each Term	Economic Colloquium	5
Each Term	Scientific work for thesis (Master)	5
Each Term	Scientific work for thesis (economic education and evaluation research)	5
Each Term	Scientific work in the personal economy	5

m) List of courses in English: **Available for all exchange students**

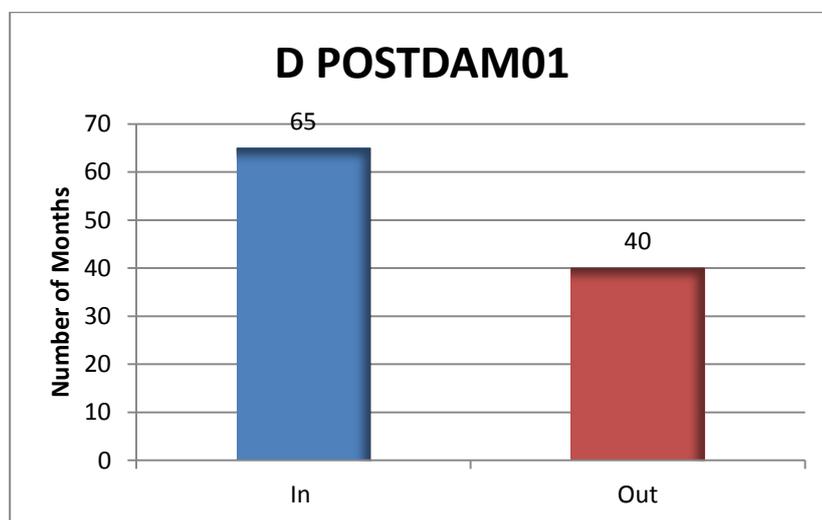
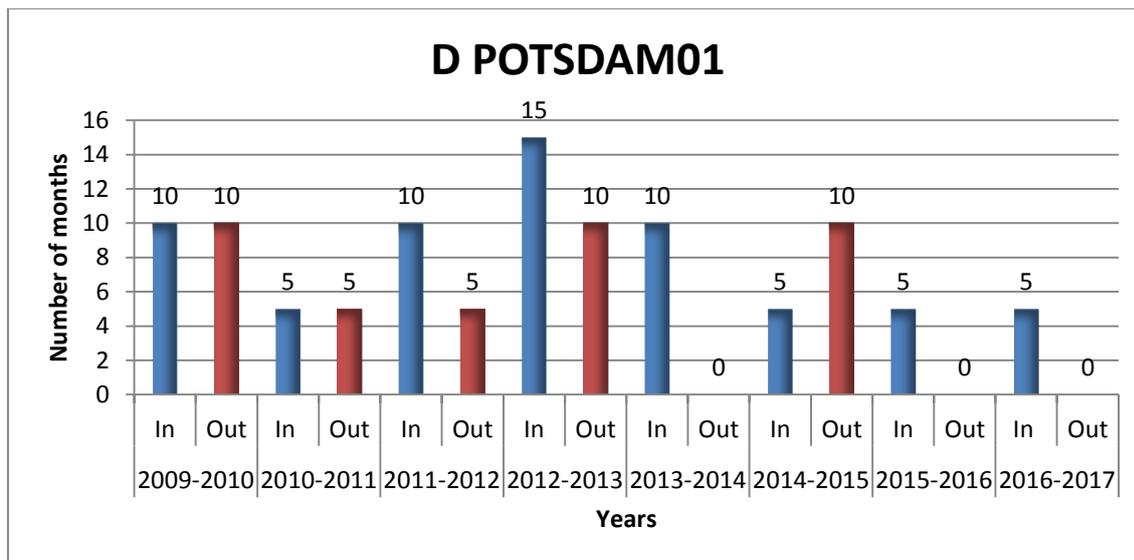
Term	Title	ECTS
1	Comparative and International Employment Relations	5
1	Leadership in Practice	5
1	Sustainable Economics and Management	5
1	Modern Methods in Management Accounting	5
1	Economics of European Integration	5
1	Trade and Development	5
1	Multinational Firm	10
1	Basic Business English for Students of Economics and Management Sciences	5
1	Relationship Driven Selling: Theory & Practice	5
1	Value-Based Marketing: Understanding and Communicating Customer Value in Business Markets	5
1	Applied Research Management	5
1	Applied Organizational Economics: Theory and Empirical Evidence	10
1	Advanced Negotiations and Dispute Resolution	5
1	Happiness Economics	5
1	Employment Systems	10
1	Topics in Managerial Economics	5
1	Master seminar in Finance	5
1	Software-Application in Supply Chain Management	10
1	International Finance - Currencies and Exchange Rates	10
1	Environmental Economics	10
1	Economic Foundations of Development Theory and Policy	5
1	Advanced Macroeconomics	10
1	Methods of Economic Analyses	10
1	Advanced Microeconomics	5
1	Econometrics	10
1	Project seminar: Experiments in Behavioral Economics	5
1	Seminar on the Organizational Economy: Individual Behavior	5
1	Seminar on the Organizational Economy: Individual Behavior II	10
1	Advanced Business Analysis and Valuation	5
1	Empirical Accounting Research	5
2	Retailing: How to Turn Shoppers into Customers	5
2	Negotiation: Theory and Techniques in a Global Economy	5
2	Freakonomics: Surprising effects of applied economics	5

2	Sports Economics	5
2	The Economics of Health Care Systems	5
2	Cross-Cultural Management	5
2	Service Management Challenge	5
2	Information Technology in Business	5
2	Predictive Analytics	5
2	International Economics - Basic Concepts and Current Issues	10
2	Empirical Economic Research	5
2	Banking law	10
2	Basic Business English for Students of Economics and Management Sciences	5
2	The Economics of Individual Behavior in Organizations	5
2	The Economics of Individual Behavior in Organizations II	10
2	Spirituality & Management	5
2	Topics in Managerial Economics	5
2	Strategic Management	10
2	Alternative Investments	5
2	Master seminar in Finance	5
2	Advanced Information Technology in Business	5
2	Metaheuristics	5
2	Global Growth and Development - Perspectives of Global Regions	10
2	Research and Independent Studies in Economics	10
2	International Economics	10
2	Applied Financial Economics	5
2	Financial and Time Series Econometrics	5
2	Games and Networks	5
2	Auctions, Incentives, Matchings	10
2	Topics in Competition Policy	5
2	International business law	10
2	The Economics of the Entertainment Industry	5
2	Seminar on the Organizational Economy: Individual Behavior	5
2	Seminar on the Organizational Economy: Individual Behavior II	10
2	IFRS Group Accounting	10
2	Business Analysis & Valuation	10
2	Seminar Microeconometrics	5
2	Empirical Accounting Research	5

- a) University code: **D POTSDAM01**
- b) Study field: **Economics**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
German	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in German: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in German: **Not provided** / List of courses in English: **Not provided yet**

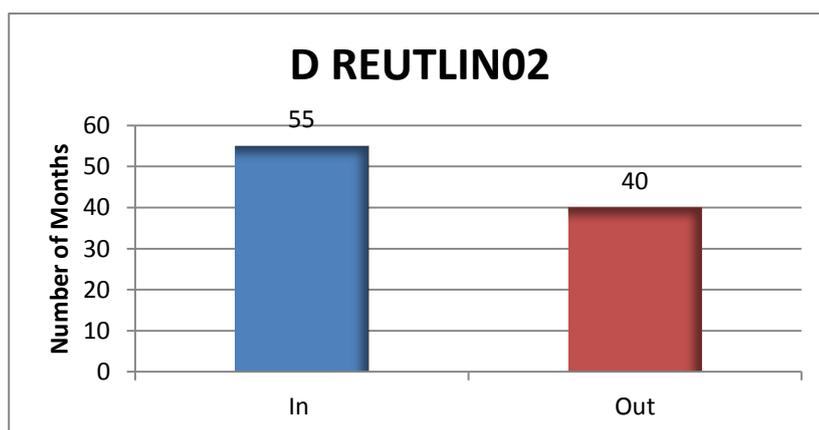
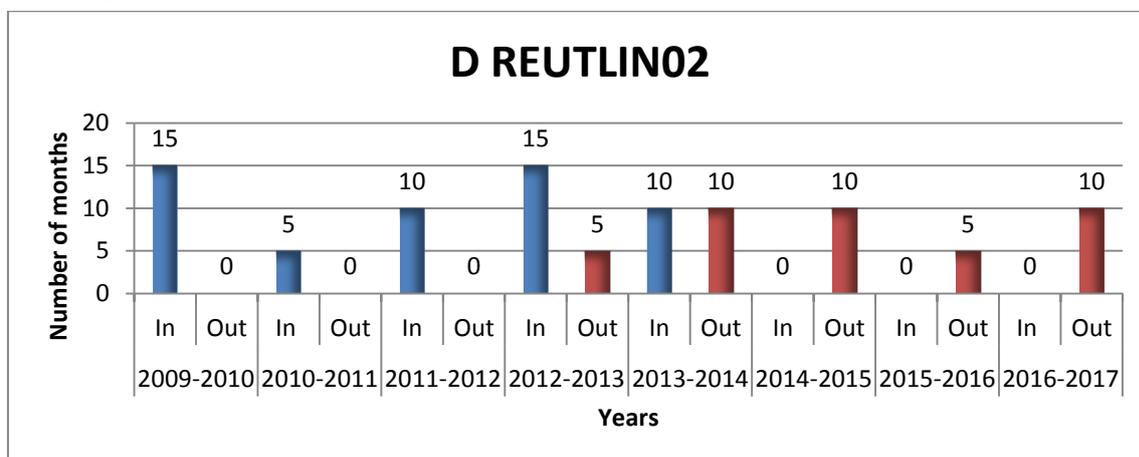
# FACHHOCHSCHULE REUTLINGEN-HOCHSCHULE FÜR TECHNIKUNDWIRTSCHAFT



- a) University code: **D REUTLIN02**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	Only One
German	Mandatory	B1	Only One

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
Each Term	Business in German I OR II	6
Each Term	Marketing for Exchange Students	2
Each Term	German for Foreign Students (offered on different levels A1-B2)	4 or 2 (depending on course level)

l) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
Each Term	Principles of management	3
Each Term	Microeconomics	5
Each Term	Financial Accounting	3
Each Term	Business Mathematics	6
Each Term	Business Law (English/German)	5
Each Term	Information systems 1	3
Each Term	Information systems 2	3
Each Term	Business English 1	2
Each Term	Business English 2	2
Each Term	Presentation skills	2
Each Term	Business statistics	6
Each Term	Principles of marketing	5
Each Term	Principles of strategic management	3
Each Term	Management accounting 1	3
Each Term	Project management	3
Each Term	Marketing research (English/German)	4
Each Term	Business Research methods	2
Each Term	Principles of corporate finance	4
Each Term	Management accounting 2	3
Each Term	Advanced business English	2
Each Term	Advanced business language 2	4
Each Term	Principles of HRM	4
Each Term	Intercultural management	2
Each Term	Interdisciplinary studies	3
Each Term	Applied business ethics	3
Each Term	Sales management	5
Each Term	Marketing communication	5
Each Term	Business simulation	5
Each Term	Strategic management	5
Each Term	International seminar on marketing and strategy	4
Each Term	International financial reporting	5
Each Term	Consolidated financial reporting	5
Each Term	International corporate transactions	5
Each Term	Financial engineering	5
Each Term	International seminar on Finance and accounting	4
Each Term	Advanced HRM	5
Each Term	Advanced International HRM	5
Each Term	Corporate Social responsibility	5
Each Term	International organizations	5
Each Term	International seminar on HRM & Organization	4

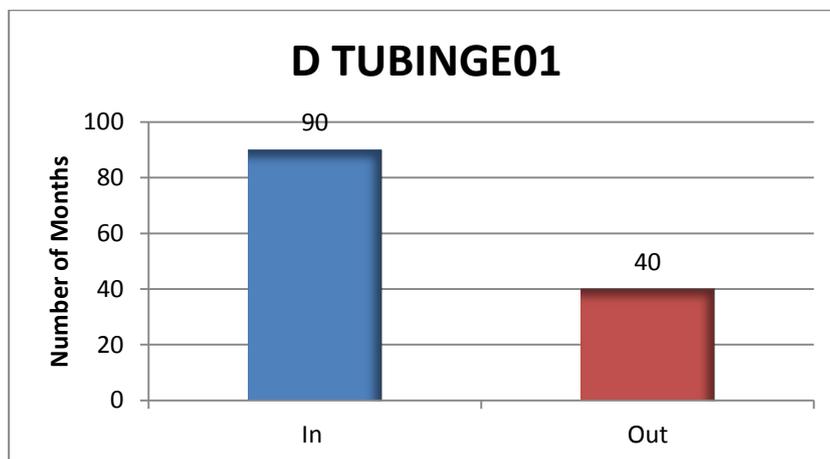
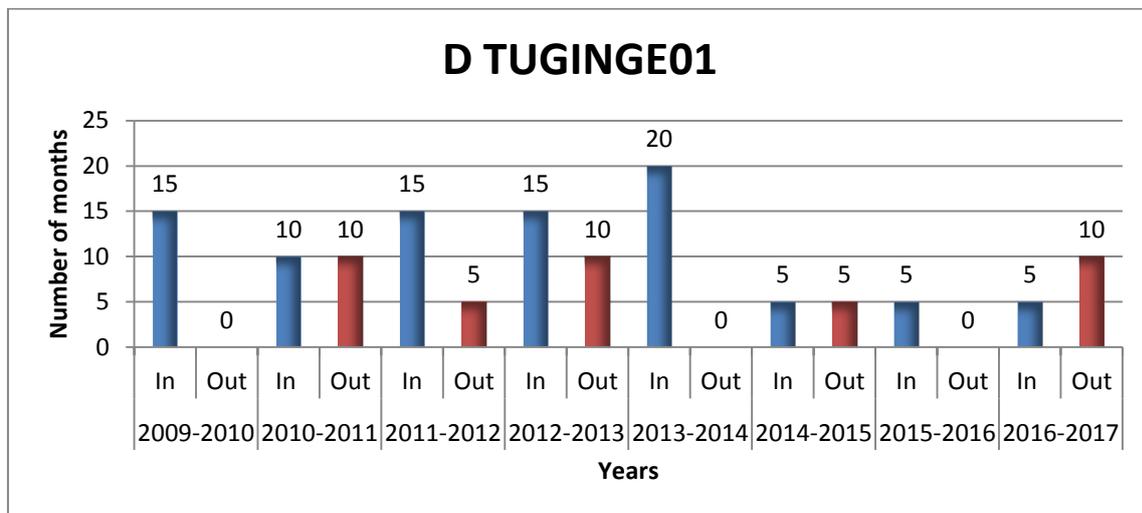
# EBERHARD - KARLS - UNIVERSITÄT TÜBINGEN



- a) University code: **D TUBINGE01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **167<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
German	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, (bachelor students can take 1st year master courses, with some exceptions. To be sure, students should contact the lecturer).
- h) Course offer in German: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Recommended	B1	Home University
German	Recommended	B1	Home University

k) List of courses in German: **Level- Bachelor**

Term	Title	ECTS
2	Analysis with STATA using Economic History Data	3
2	Labor market economics	6
2	Bachelor Seminar "Research Internship"	9
2	Operational investigations	3
2	Case Studies "Practice Cases of Ethical Corporate Governance": Opportunities, Risks, Challenges and Dilemmas	6
2	Case Studies in HRM	3
2	Case Study Competition	6
2	Colloquium for tutors in "HRM and Organization"	2
2	Colloquium for tutors in "Intermediate Macroeconomics"	3
2	Colloquium for tutors in "Risk and probability"	3
2	Computational Econometrics Using Stata	3
2	Computational Statistics with Excel and R	3
2	Corporate Finance 2	6
2	Cost Accounting	6
2	Financial Accounting	6
2	Financial Markets and Institutions	9
2	Money and Ethics I: Economic and moral history of money	6
2	Globalization and Wages	6
2	HRM and Organization	6
2	Innovation and Technological Change	6
2	Intermediate Macroeconomics	9
2	International Accounting	6
2	International Economic Organizations	3
2	International Financial Management	6
2	Introduction to Microeconomics	9
2	Living 'the good life': Sustainable, responsible and ethical lifestyles in theory and practice	3 or 6
2	Management Simulation TOPSIM - Going Global	3
2	Econometric training	3
2	Organizational design	6
2	Practice Course: Corporate Finance II	6
2	Practice Course: Cost Accounting	6
2	Practice Course: Financial Accounting	6
2	Practice Course: HRM and Organization	6
2	Practice Course: Intermediate Macroeconomics	9
2	Practice Course: International Accounting	6
2	Practice Course: International Financial Management	6
2	Practice Course: Microeconomics	9
2	Presentation training	3
2	Project management	3
2	Tutor Colloquium "Internal Accounting"	2
2	Tutor Colloquium "Microeconomics"	3
2	Tutor colloquium on statistics for sociologists	3
2	Probability and risk	6
2	Scientific work in managerial accounting	3
2	Workshop "Academic Writing"	0

2	Probability and risk	6
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l) List of courses in German: **Level- Master**

Term	Title	ECTS
2	Advanced Topics in Accounting, Auditing and Corporate Governance for Master and PhD Students	0
2	Academic Writing in Managerial Accounting	3
2	DSGE modeling in Dynare	3
2	Research Colloquium in Managerial Accounting	3
2	Innovation and Technological Change	6
2	International Business Taxation	6
2	M & A Tax	6
2	Corporate Governance and Auditing	9
2	Master Seminar "Monetary and Fiscal Policy"	9
2	Master Seminar "Topics in International Economics"	9
2	Master seminar in International Business Taxation n	9
2	Theory of the Bank	9
2	Exercise on the theory of the bank:	9

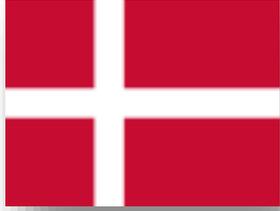
m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Global Strategy (with practice course)	6
1	Seminar on Microfinance	6
1	Brand Management	6
1	Introduction into Research Methodology for B.Sc.	3
1	Bachelor Thesis Seminar on Empirical Public Economics	7,5
1	Empirical Research in Public Economics	3
1	International Money and Finance	6
1	Theory and Policy of International Trade	6
1	Empirical Research with Firm-level Data	3
1	Bachelor Thesis on Empirical Economics	12 or 7,5
1	Policy Analysis and Evaluation	6
1	Empirical Analysis of Panel Data	3
2	International Development Economics and Economic History	3 or 6
2	Empirical Research with Firm-level Data	3
2	Market Research	6 or 9
2	Integrated Marketing Communication	6
2	Accounting Information and Strategic Cost Management	6
2	Colloquium on Accounting Information and Strategic Cost Management	3
2	International Taxation	6
2	Organisational Behaviour	6
2	International Business (with practice course)	6

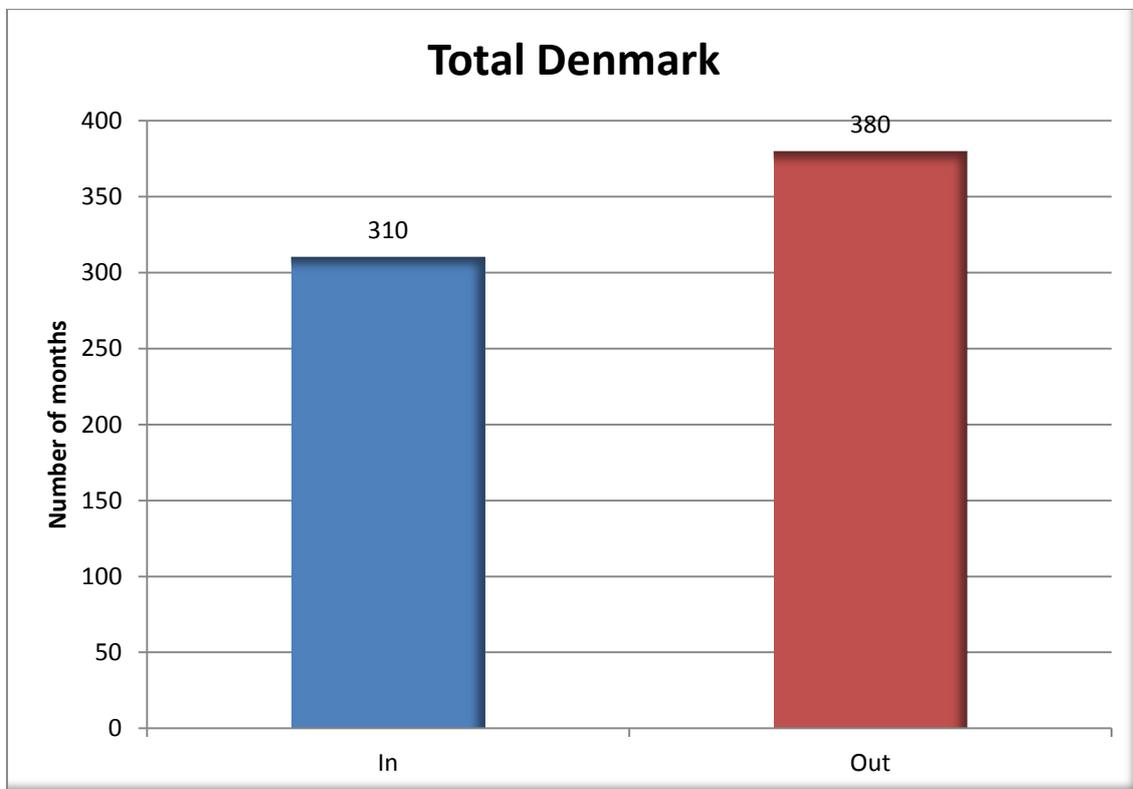
n) List of courses in English: **Level- Master (Master 1<sup>st</sup> year)**

Term	Title	ECTS
1	Advanced Corporate Finance I - Capital Structure (with practice course)	9
1	Managerial Accounting and Risk Management in Banks	6
1	Marketing-Mix Management (with practice course)	6 or 9
1	Price and Promotion Management	6

1	Managerial Accounting: Control Systems, Top Executives, and Ethics	6
1	Personnel Economics (with practice course)	9
1	Human Capital & Skill Formation	6
1	Empirical Studies in Organisation Research	6
1	Options and Futures (with practice course)	9
1	Doing Business in Africa	3
1	Seminar on Applied Research in International Business for M.Sc.	6
1	Introduction into Research Methodology for M.Sc.	3
1	Seminar on 'Banking' (Master seminar)	6
1	Master Seminar in Managerial Accounting	9
1	Master Seminar in International Business	9
1	Topics in Fiscal Federalism and Fiscal Competition (with practice course)	6
1	Advanced Microeconomics	9
1	Global Production and Sourcing	6
1	Economics of International Migration and Trade	9
1	Open Economy Macroeconomics	9
1	Advanced Macroeconomics (with practice course)	9
1	DSGE modelling with Dynare	3
1	Multinational Enterprises	9
1	Mathematical Methods in Advanced Microeconomics	3
1	Game Theory and Industrial Organization (with practice course)	6
1	Colloquium on "Game Theory and Industrial Organisation"	3
1	Empirical Studies on Migration, Trade and Growth in the Long Run	9
1	Master Seminar on Organization and Behavior of Firms	9
1	Advanced Time Series Analysis (with practice course)	9
1	Advanced Mathematical Methods	3
1	Using SAS in Financial Research	3
1	Statistics of Financial Markets	6
1	Master Seminar on Econometrics	9
1	Ethics in International Relations	6
1	The Global Ethic Project and the Meaning of Freedom	3/6
2	Colloquium on Managerial Economics and Organizational Architecture	3
2	Comparative Employment Relations	6
2	Taxes and Business Strategy for Exchange Students	9
2	Empirical Research in Strategic Venture Capital	6
2	Interest Rate Derivatives and Credit Risk (with practice course)	9
2	Managing Across Cultures (with practice course)	9
2	Introduction to Qualitative Research in Management	3
2	Seminar on Applied Research in International Business for M.Sc.	6
2	Introduction into Research Methodology for M.Sc.	3
2	Master Seminar on Finance	9
2	Economics of Taxation (with practice course)	9
2	Advanced Perspectives in the Analytics and Policy Design of International Migration (with practice course)	6
2	Economics of Globalization I: Int. Trade Theory	9
2	Trade and Labor	9
2	Monetary Economics	6



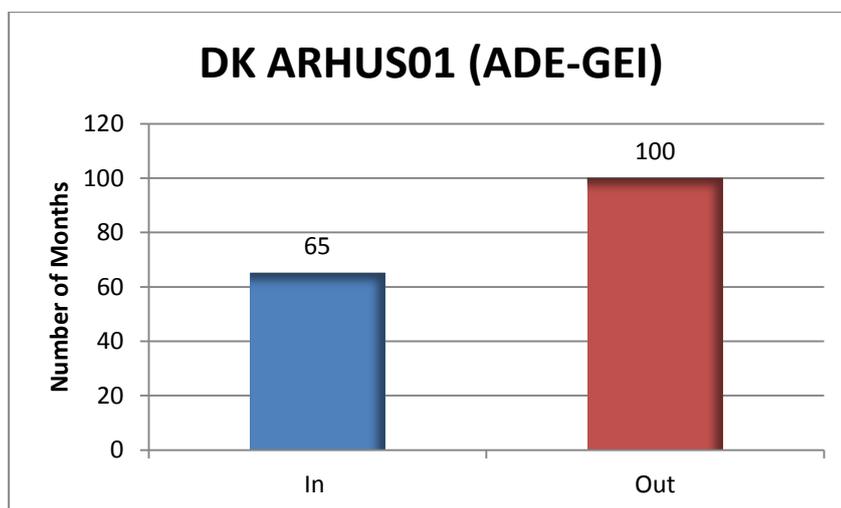
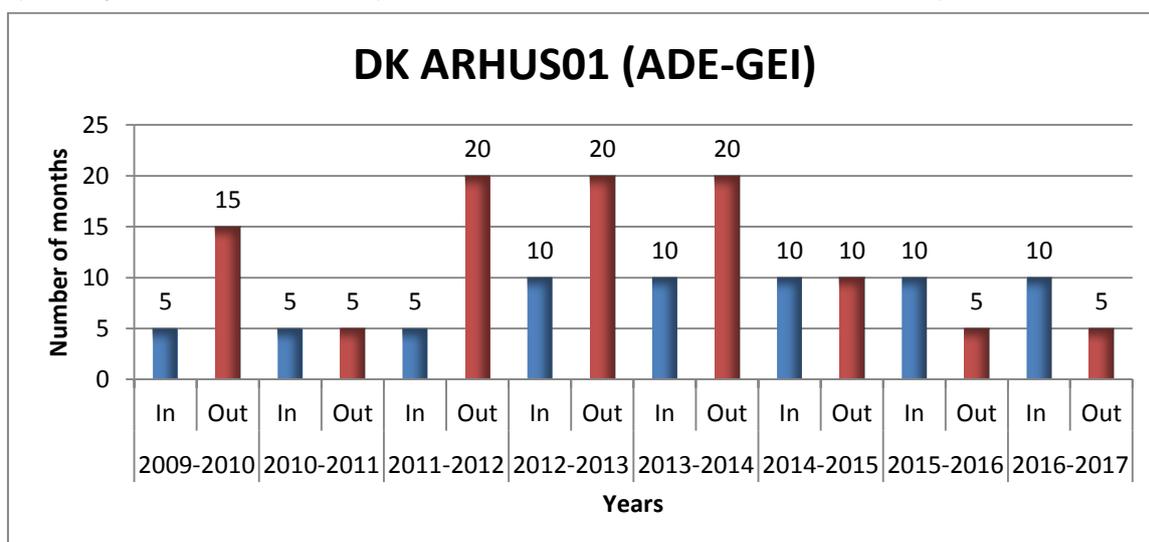
# Denmark (DK)



- a) University code: **DK ARHUS01**
- b) Study field: **Business (fins curs 16/17 conveni per ECO)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **117<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	C1, TOEFL IBT 83 or IELTS 6.5

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, if a 4th year bachelor student wish to follow a specific master course, an individual assessment will be made by the programme coordinator at BTECH.
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Mandatory	C1, TOEFL IBT 83 or IELTS 6.5

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Mathematics	5
1	Business Statistics	5
1	Financial Accounting	10
1	Organisational Behaviour	10
1	Qualitative Methods	5
1	Business Development with Information Systems	5
1	Industrial Organisation and Strategy	10
1	Macroeconomics	10
1	Corporate Social Responsibility in a Global Context	5
1	Global Buying Behaviour	10
1	Human Resource Management	10
1	International Marketing Research, United Kingdom	5
1	International Business	10
1	International Economics and Corporate Finance	5
1	Project-Based Topic	5
1	Project-Based Topic	10
Each Term	Business Development Engineering Project for Exchange Students	20
Each Term	Business Development Engineering Project for Exchange Students	30
1	Social Media for Business	5
1	Digital Business	5
1	Innovative Business Development	10
1	Organisational Behaviour	5
1	International Managerial Economics (Accounting)	5
1	Quality Management	10
1	Global Production	10
1	Company-Related Project 5	10
1	Theory of Scientific Method	5
1	Individual Technology Project	5
2	Quantitative Research Methods	10
2	Management Accounting	10
2	Business Economics	10
2	Marketing Management	10
2	Finance	10
2	Operations Management	10
2	International Business Law	5
2	Philosophy of Science	5
2	Digital Business	5
2	Innovative Business Development	10
2	Information Technology	5
2	Operations and Quality Statistics	5
2	Company-Related Project 2	10
2	Purchasing and Product Development	10
2	International Managerial Economics	5
2	Individual Technology Project (elective)	5
2	Enabling Technologies	5

k) List of courses in English: **Level- Master**

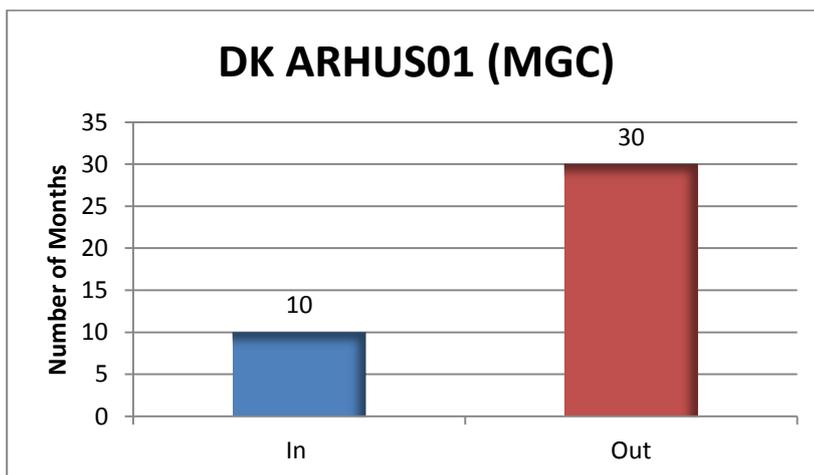
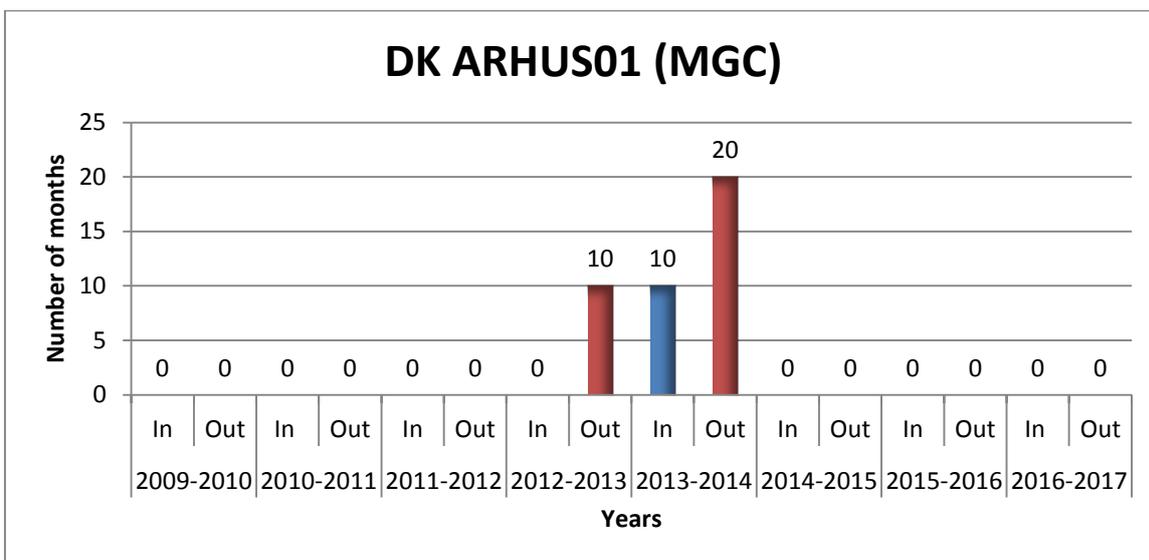
Term	Title	ECTS
1	Service Design and Marketing	5
1	Company Project	5 or 10
1	Management of Technology	10
1	Organisational Design and Human Resource Analytics	5
1	Research Design in Engineering	5
1	Technology Specialisation 1	10
1	Technology Specialisation 2	10
1	Clean Technology	10
1	Company Project	5 or 10

1	Digital Capabilities	10
1	Entrepreneurship, Intrapreneurship and Interpreneurship	10
1	Multi-Technology Specialisation	5 or 10
1	Introduction to Persuasive Technology	10
1	Engineering Modelling	5
2	Business Innovation - Knowledge, Learning and	10
2	Marketing and Globalisation	10
2	Strategy Synthesis	5
2	Leading Organisational Change	5
2	Company Project	5 or 10
2	Technological Business Model Innovation	10
2	Optimisation of Engineering Processes Using	10

- a) University code: **DK ARHUS01**
- b) Study field: **Other Business studies (Master in Cultural Management)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **117<sup>th</sup>**
- e) Language requirements (from agreement):

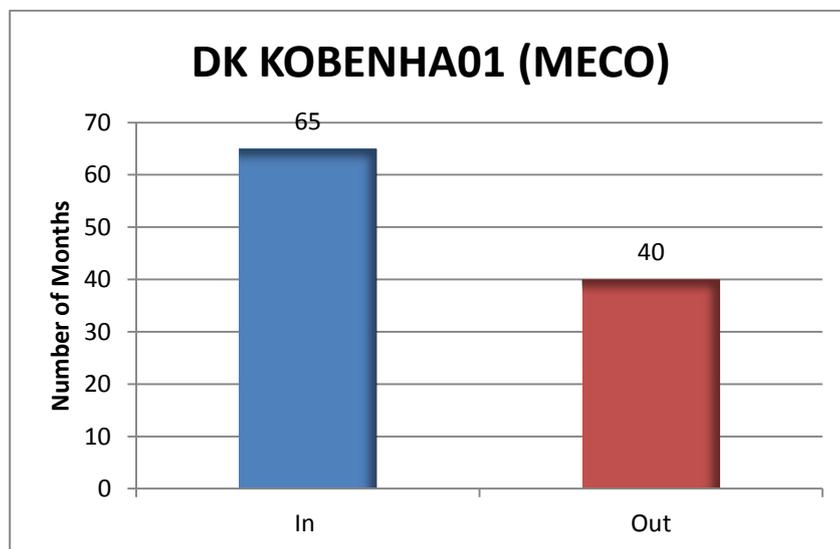
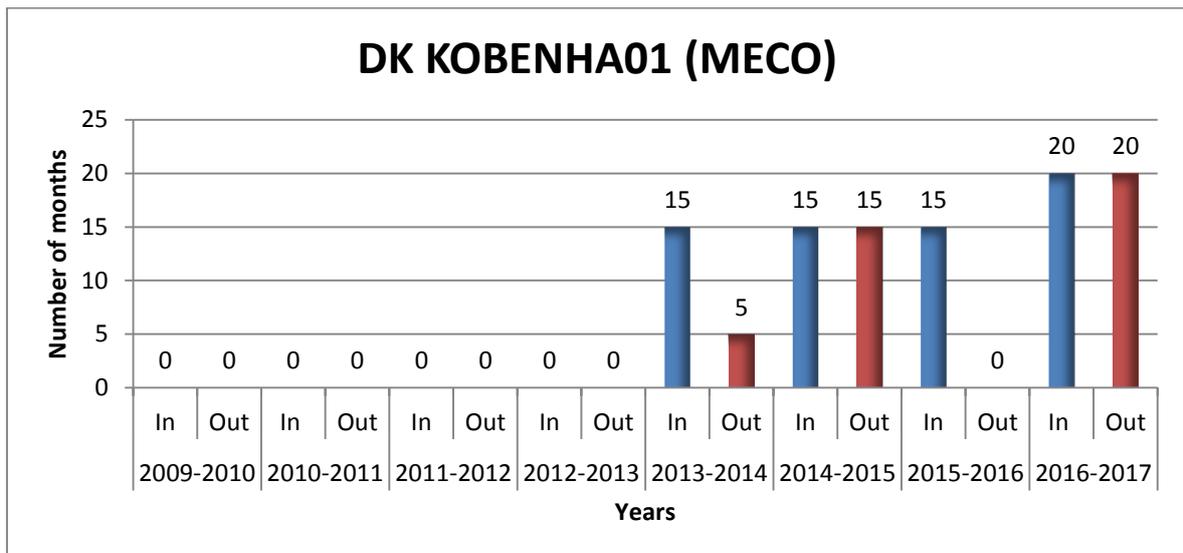
Language	Status	CEFR
English	Mandatory	C1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Course offer in English: **Not provided yet/** Language requirements: **Not provided yet/** List of courses in English: **Not provided yet**

- a) University code: **DK KOBENHA01**
- b) Study field: **Master in Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **68<sup>th</sup>**
- e) Language requirements (from agreement): English programme (MECO)
- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in English: **Yes**
- h) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

i) List of courses in English: **Level –Master**

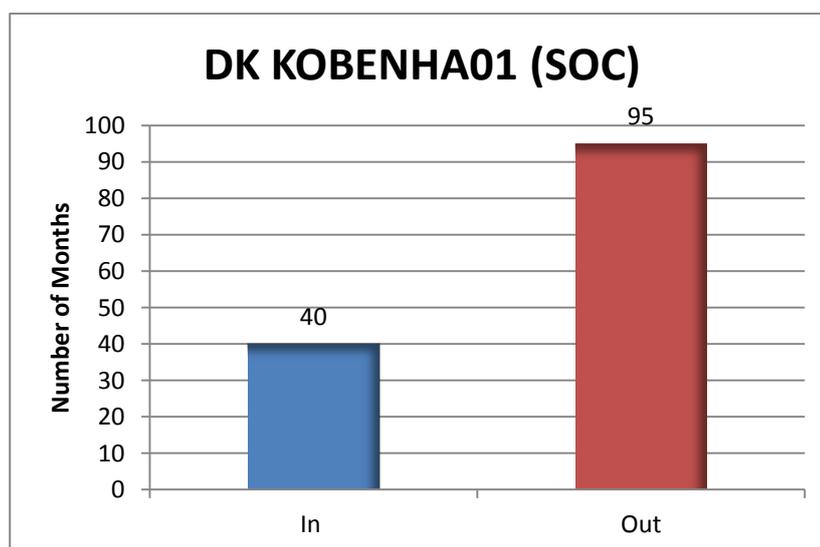
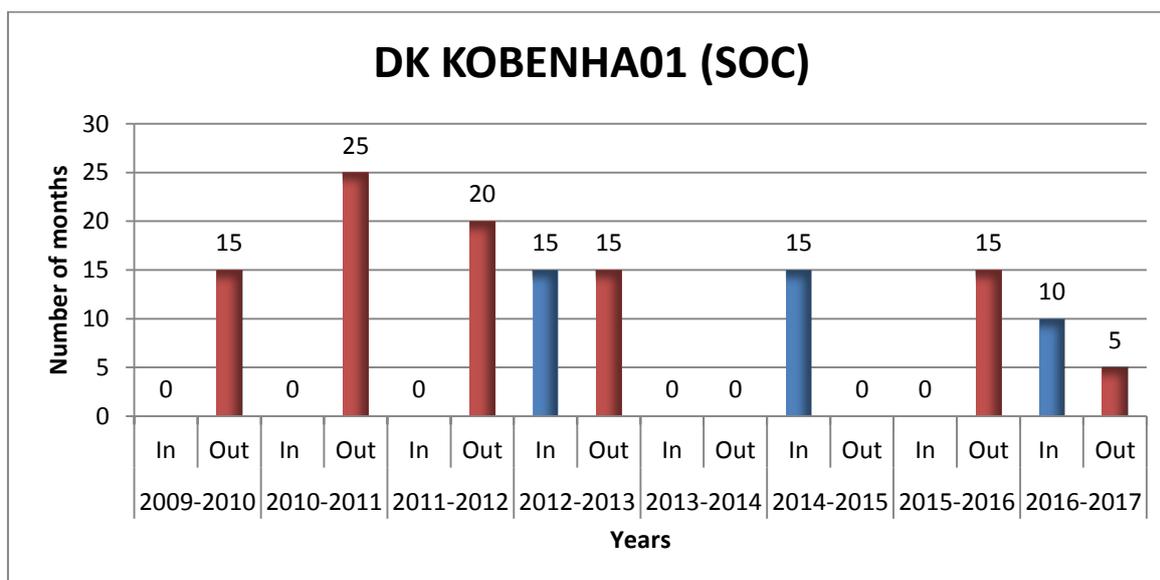
<b>Term</b>	<b>Title</b>	<b>ECTS</b>
2	Private Equity – From Venture Capital to Buyouts (F)	10
1	Corporate Finance and Incentives (F)	7.5
2	Economic Sociology	7.5
1	Strategic Management	7.5
2	Managerial Accounting (F)	7.5
2	Marketing	7.5
2	Economics of Education	7.5
2	Public Finance	7.5
Each Term	Macroeconomics III	7.5
2	Applied Econometric Policy Evaluation	7.5
Each Term	History of Economic Thought	7.5
1	Economics of the European Union (EU)	7.5
1	The Danish Welfare model - for exchange students	7.5
1	Financial Econometrics A (F)	7.5
Each Term	Microeconomics III	7.5
1	Telecommunications Economics	7.5
2	International Economics (F)	7.5
2	Industrial Organization	7.5
Each Term	ICT-Applied	7.5
1	Science of behavior change	7.5
2	Development Economics	7.5
1	Seminar: Health economic analysis	7.5
2	Dynamic Programming - Theory, Computation, and Empirical Applications	7.5
1	Transnational Actors, Networks and Place Making	7.5
2	Monetary Policy (F) (former Monetary Economics: Macro Aspects)	7.5
1	Corporate Finance Theory (F)	7.5
1	Advanced Development Economics - Macro Aspects	7.5
2	Economic Growth (F)	7.5
1	Behavioral Finance (F) (former Behavioral Economics and Finance)	7.5
1	Summerschool 2017: Tax Policy NEW	7.5
2	Mechanism design	7.5
2	Advanced Strategic Management	7.5
1	Advanced Research Methods	7.5
1	Seminar: Policy Evaluation Methods	7.5
1	Advanced Microeconometrics	7.5
2	Economics of Banking (F)	7.5
1	Advanced Macroeconomics	7.5
2	Seminar: Public Economics	7.5
2	Advanced Macroeconometrics (F)	7.5
1	Advanced International Trade	7.5
2	Seminar: Spatial Economics and GIS	7.5
1	Advanced Industrial Organization	7.5
2	Economics of Exchanges Rates (former International Finance) (F)	7.5
1	Advanced Development Economics: Applied Macroeconomic and Policy Analysis	7.5
2	Labour Economics	7.5
2	Advanced Development Economics - Micro Aspects	7.5
2	Seminar: Urban Economics	7.5
2	Pricing Financial Assets (F)	7.5

2	Seminar: Sports Economics	7.5
1	Seminar: Leadership and Project Management	7.5
1	Seminar: Treasury Bill Auctions: Theory and Empirics (F)	7.5
1	Seminar: Advanced Monetary Macroeconomics (F)	7.5
2	Seminar: Strategic Management	7.5
Each Term	Seminar: Behavioral Economics in Action	7.5
2	Seminar: Behavioral Labour Economics: Employment and Public Policy	7.5
1	Incentives and Organizations	7.5
1	Seminar: Economic and Political Development in Latin America	7.5
1	Seminar: Taxation and Development	7.5
2	Seminar: Financing of the health care sector (F)	7.5
2	Seminar: Telecommunications Economics	7.5
1	Political Economics	7.5
1	Health Economics	7.5
1	Seminar: Labour Economics	7.5
1	Game Theory (F)	7.5
1	Global Business and Economics	7.5
1	Global Development: Theories, Facts and Current Issues	7.5
2	Foundations of Behavioural Economics	7.5
2	Health Economic Evaluations	7.5
2	Seminar: Applied Corporate Finance (F)	7.5
1	Seminar: Long-Run Economic Growth	7.5
2	Seminar: Fundamental Determinants of Economic Performance	7.5
2	Seminar: Empirical Industrial Organization	7.5

- a) University code: **DK KOBENHA01**
- b) Study field: **Sociology and Master in Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **68<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

j) List of courses in English: **Level elective MA+BA**

Term	Title	ECTS
Each term	Danish Society - A Sociological Perspective	7,5
1	Families in Crisis - the changing balance of power between men and women	5
1	Protest, Mobilization, and Organizing in Transnational Social Movements	7,5 or 10
1	Family Demography	7,5 or 10
1	Tracing Social Emergence	7,5 or 10
2	Gender and Body Dynamics. Cross-disciplinary perspectives	7,5 or 10
2	MASCOT - Mapping of Scientific Controversies	7,5 or 10
2	Migration, Refugees and citizenship in a Globalized World	7,5 or 10
2	Sociology of Organizations	15 or 20

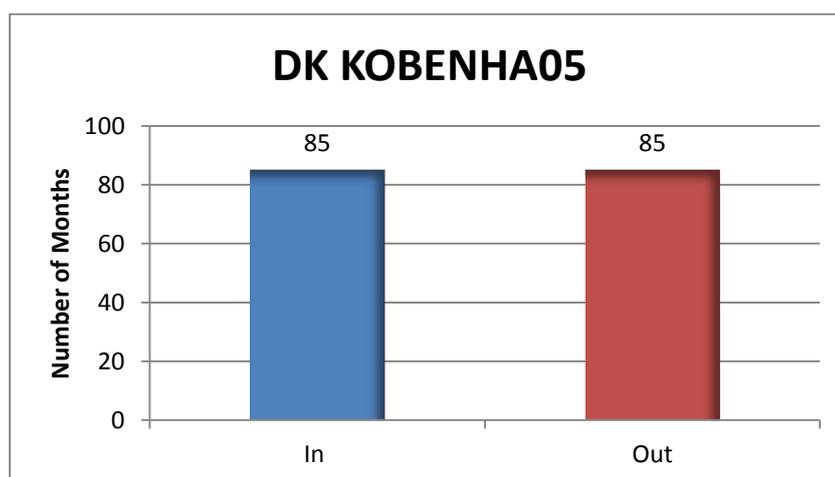
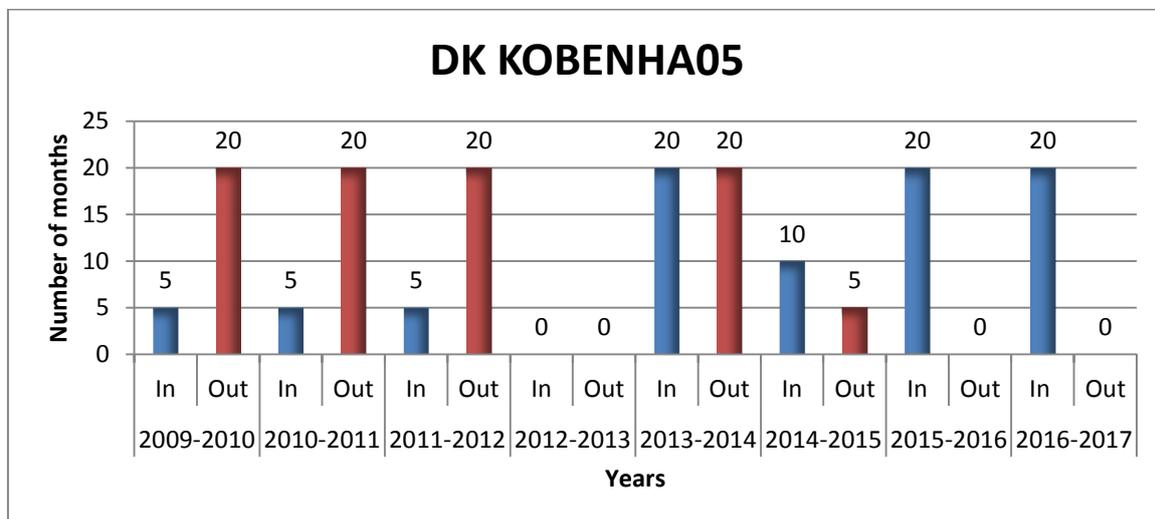
k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Discourse and Politics	7,5 or 10
1	Transnational and Global Sociology	7,5 or 10
1	Criminology	7,5 or 10
1	Human Ressource Management	15 or 20
1	Issues in International Development	7,5 or 10
1	Advanced Knowledge, Organization and Politics	15
1	Advanced Culture, Lifestyle and Everyday Life	15
1	Advanced Welfare, Inequality and Mobility	15
2	Critique of society: The Frankfurt School, Foucault and Boltanski	7,5 or 10
2	Norbert Elias and Pierre Bourdieu - relational sociology for the 21st century	5
2	Contemporary Economic Sociology	7,5 or 10

- a) University code: **DK KOBENHA05**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	TOEFL:577 (PBT) or 91 (iBT); IELTS (6,5); Cambridge certificates (CAE i CPF)

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**  
(Students who have completed at least three years of specialized business studies may sign up for the master courses)
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Mandatory	C1	<p>Specific Certificates. Students who are studying their degrees taught entirely in English are exempt from having to upload proof of English proficiency. Other students should upload one of the following:</p> <ol style="list-style-type: none"> <li>1. TOEFL iBT (minimum score 91) or PBT (Minimum score 577)</li> <li>2. IELTS (minimum score 6.5)</li> <li>3. CPE (Certificate of Proficiency in English, University of Cambridge ESOL Examinations) (Level C2)</li> <li>4. CAE (Certificate in Advanced English, University of Cambridge ESOL examinations) (Level C1)</li> </ol> <p>Only the above mentioned tests are considered valid proof of English proficiency.</p>

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Accounting	7.5
1	Applied Microeconomics	7.5
1	Applied Microeconomics of firms	7.5
1	Asian Business Systems: State, Institution and the Global Economy	7.5
1	Asian Economic Organisation & Competitiveness	7.5
1	Behavioural Finance	7.5
1	Big data analytics for managers	7.5
2	British and American studies	7.5
2	Business Economics and information management	7.5
1	Business Project (Area Specific Report) , (Students must be also proficient in either French, German, or Spanish)	15
1	Business Research Methodology	7.5
1	Business Research Methods	7.5
Each Term	Business strategy	7.5
1	Cognition and communication: An introduction	7.5
2	Communicating across cultures	7.5
2	Communication and knowledge management	7.5
2	Comparative political economy	7.5
1	Computer- mediated communication and collaboration	7.5
Each Term	Conflict management in the workplace	7.5
1	Consumer behaviour	7.5
2	Consumer behaviour and Qualitative methods	7.5
1	Consumer centric intercultural marketing: complexity of Asian consumers	7.5
2	Contemporary issues in applied sales and price setting methods	7.5
Each Term	Corporate Communication	7.5
2	Corporate Finance	7.5
1	Corporate Governance	7.5
Each Term	Corporate Strategy	7.5
1	Creative Industries	7.5
2	Cultural entrepreneurship : Arts and Culture	7.5
Each Term	Danish Integrated Skills	7.5
1	Decision making and risk management	7.5
1	Economic Aspects of Maritime Law	7.5

1	Economic Growth and Decline of Firms, Industries and Nations	7.5
2	Emerging markets- societies in transition	7.5
2	English in oral communication contexts	7.5
1	English skills for business students	7.5
1	Entrepreneurship and Global Strategy	7.5
Each Term	Entrepreneurship and innovation in a global perspective concepts, development and challenges	7.5
2	EU Business and politics	7.5
1	EU, THE Internal Market and Business Strategy	7.5
1	Event and Festival management	7.5
1	Fashion Entrepreneurship and Business Development	7.5
Each Term	Financial Accounting	7.5
1	Forecasting in Business and Economics	7.5
Each Term	Foreign Policy of the European Union	7.5
1	Fundamentals of communication	7.5
1	Fundamentals of Information Systems	7.5
Each Term	Global people management: Human Resource Management & Leadership	7.5
1	Global Strategic Management	7.5
2	Global supply chain management	7.5
1	Google, Ebay, Amazon- Management Challenges in Networked Businesses	7.5
2	Industrial organisational analysis	7.5
1	Information in context	7.5
2	Information management and organisational change	7.5
2	Information Organization in practice	7.5
Each Term	Innovation management	7.5
2	Intercultural Organization	7.5
1	International Business Environment	7.5
2	International business in Asian Markets	7.5
2	International Business Law	7.5
1	International Business Negotiation	7.5
2	International Business strategy	7.5
1	International Commercial law	7.5
Each Term	International Economics	7.5
1	International Political Economy	7.5
2	Introduction to business administration	7.5
1	Introduction to Maritime Economics	7.5
1	Introduction to organizational communication	7.5
2	Introduction to sustainable business	7.5
1	Language and culture in organisations	7.5
Each Term	Language of Negotiations	7.5
Each Term	Leadership communication: Theory and practise	7.5
2	Macroeconomics	7.5
Each Term	Management Accounting and control systems	7.5
2	Management of cultural projects, processes and organizations: Arts and Culture	7.5
1	Managerial Accounting	7.5
1	Managing people	7.5
2	Maritime Law	7.5
Each Term	Marketing - the essentials and the trend drivers	7.5
1	Markets, regulation and security in maritime sector	7.5
1	Microeconomics	7.5

Each Term	Naming & framing as a tool for identity building and consumer communication across markets and cultures	7.5
Each Term	Negotiation skills and conflict management- drivers of success and complexity	7.5
1	Neoromarketing	7.5
1	Operations and Logistics Management	7.5
2	Operations management - driving competitiveness through operational effectiveness	7.5
2	Oral presentation and interaction	7.5
2	Organization and corporate communication	7.5
1	Organization Theory	7.5
1	Organization, Innovation and Systems Design	7.5
Each Term	Organizational Behaviour	7.5
1	Place branding: Nations, regions and cities	7.5
1	Political and Economic Thought	7.5
1	Political Science	15
2	Prediction Markets and Crowdsourcing for Firm Innovation: Service and Innovation	7.5
1	Pricing management in theory and practice	7.5
2	Principles of banking and financial intermediation	7.5
2	Principles of corporate Finance	7.5
2	Principles of international marketing	7.5
Each Term	Project Management	7.5
2	Qualitative Business Research	7.5
1	Qualitative methods in marketing and consumer Research	7.5
1	Quantitative methods	7.5
2	Quantitative methods II	7.5
Each Term	Retail marketing	7.5
1	Risk Management	7.5
2	Risk management of multinational Enterprise: Creating global strategic responsiveness	7.5
1	Scandinavian sustainability & Corporate social responsibility	7.5
2	Service Innovation and sustainability	7.5
1	Servicescapes- understanding the place where service meets consumers	7.5
1	Silicon valley, Hollywood and Dutch Tulips: Clusters as Innovative Spaces in global competitive environments	7.5
Each Term	SME marketing & global market communication	7.5
1	Social media management	7.5
1	Spain and the crisis: why isn't it over yet and who's to blame?	7.5
1	Sports economics	7.5
Each Term	Statistics	7.5
Each Term	Strategic management	7.5
2	Strategy: an integrative and paradoxical approach	7.5
2	The Corporation in society: managing beyond markets	7.5
1	The craft of research	7.5
1	The economics of the Euro	7.5
1	The science of mindfulness	7.5
2	Theories of Contemporary Societies II	7.5
2	Tourism social entrepreneurship and sustainability	7.5
2	Tourism supply and operations management: Tourism and Hospitality	7.5
1	Transfer pricing in multinational enterprises	7.5
1	UX design and business model development for digital products	7.5
Each Term	Visual Communication	7.5

k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	A consultants approach to UN reform: Understanding, challenging and improving	7.5
1	A Digital Battlefield: How to transform a new business venture to a sustainable digital business?	7.5
1	Accounting and Control	7.5
1	Advanced Decision Support and Analysis in Supply Chain	7.5
1	Advanced European Business and Politics: A Case-Based Approach	7.5
1	Advanced Game Theory and Applied Econometrics Advanced EU Law	7.5
1	Advanced Macroeconomics	7.5
1	Advanced Sourcing Analysis Techniques	7.5
1	Applied Econometrics	7.5
1	Applied Statistics	7.5
1	Applying Excel Models in Operations Management	7.5
1	Approaches to Organisational theory	7.5
1	Artificial Intelligence in the Marketplace	7.5
1	Benchmarking	7.5
1	Big Data Analytics	7.5
1	Big Data Management	7.5
1	Big Social Data Analytics	7.5
1	Bio Markets	7.5
1	Business & Human Rights: Governance, Leadership and Management	7.5
1	Business Models Management and Innovation	7.5
1	Business Process Excellence	7.5
1	Business strategy in Developing Countries and Emerging Markets	7.5
1	Business, Government, and Society	7.5
1	Business, Strategy and Innovation in the Energy Industry	7.5
1	Capital Market Theory	7.5
1	- Capital: Political Risk Management and Global Business	7.5
1	CASES in Strategic Management of Innovation and Technology	7.5
1	Children as Consumers	7.5
1	City Branding and Tourism	7.5
1	Cloud Computing for Business	7.5
1	Collecting, coding and analysing qualitative data	7.5
1	Consumer theories and practices in East and West: When Western businesses meet Asian Consumers – and vice versa	7.5
1	Corporate Branding, Networks and Communities	7.5
1	Corporate Citizenship: Political Responsibility in Theory and Practice	7.5
1	Corporate Finance	7.5
1	Corporate Social Responsibility in Global Supply Chains	7.5
1	Costing and Design Business (minor- exclusive course)	7.5
1	Creating markets for sustainable products	7.5
1	Crime - Corruption	7.5
1	Cross-Cultural Management	7.5
1	Cultivating powerful identities	7.5
1	Danish	7.5
1	Datafication – foundations, transformations and challenges	7.5
1	Decision Making for Strategy Execution	7.5
1	Decision Making in Supply Chain Management	7.5
1	Design Strategy (minor-exclusive course)	7.5
1	Developments in International Shipping	7.5
1	Digital Entrepreneurship	7.5
1	Diversity and Corporate Social Responsibility Beyond Borders	7.5
1	Econometric Analysis of Firm Data	7.5
1	Economics of Innovation and Intellectual Property	7.5

1	Energy Finance: Quantitative Modelling and Real Options	7.5
1	English Proficiency Management	7.5
1	English Skills for Business Students	7.5
1	Entrepreneurship and Fundamentals of New Venture Creation	7.5
1	Entrepreneurship project	7.5
1	Financial and Legal Communication	7.5
1	Financial Markets and Instruments	7.5
1	Financial Models in Excel (Full semester version)	7.5
1	Financial Models in Excel (Quarter)	7.5
1	Financial Models in Excel and VBA	7.5
1	Financial Statement Analysis	7.5
1	From Financial Crisis to EURO Crisis: Crises, contagion, political and corporate challenges	7.5
1	From good idea to venture: How high-potential start-up companies overcome strategic issues	7.5
1	Global Sourcing Management	7.5
1	Global transportation and maritime Logistics	7.5
1	Go-to-market marketing for start-ups and innovative products/services	7.5
1	Governance and Development	7.5
1	Hedge Fund Strategies	7.5
1	Identities and languages in multinational organisations	7.5
1	Information management in the supply chain	7.5
1	Innovation and Strategy in the Digital Economy	7.5
1	Inter-firm relations: Industrial Organisation	7.5
1	International advertising	7.5
1	International Business and Economic Development	7.5
1	International Business Environment: Strategy, Policy and Organisation	7.5
1	International Financial Markets	7.5
1	International Logistics management	7.5
1	International Macro and Financial Markets	7.5
1	International Marketing in Emerging Markets: An Asian perspective	7.5
1	International Negotiations	7.5
1	International Political Economy	7.5
1	International Strategic Management	7.5
1	Introduction to programming and distributed	7.5
1	Investment Policy and Risk Management in Pension Funds	7.5
1	Irrationality, Economics and Finance: A Behavioral and Experimental Approach	7.5
1	IT Security	7.5
1	Language skills via translation	7.5
1	Law and Management	7.5
1	Leadership in 21st Century Organizations	7.5
1	Leadership Power & Communication	7.5
1	Leading and Managing Intercultural Projects	7.5
1	Legal and Economic Risk Management in the Shipping Sector	7.5
1	Legal Risk Management and Intellectual Property Law	7.5
1	Management of Maritime Operations within Supply Chains	7.5
1	Managing design in a business	7.5
1	Managing in Global Workplaces	7.5
1	Managing in the Creative Economy	7.5
1	Managing Organizational Change and development	7.5
1	Managing product development and innovation, module of Minor in Process Management and Innovation	7.5
1	Managing Strategy Implementation in the Modern Corporation	7.5
1	Managing Text Production Projects	7.5
1	Marketing Communication	7.5
1	Marketing Research in Innovation Processes	7.5
1	Marketing Strategy and Planning in an International Perspective	7.5
1	Marketing, Creativity and Innovation	15

1	Mathematical Optimization: Models, Methods and Applications	7.5
1	Monetary Policy	7.5
1	Money, Finance and Philosophy	7.5
1	Neuroeconomics	7.5
1	Neuromarketing	7.5
1	Neuromethodology	7.5
1	Neuroscience of Branding	7.5
1	New Frontiers in Branding: From static to dynamic branding approaches	7.5
1	Online Marketing	7.5
1	Operations and Process Management	7.5
1	Performance Management in Supply Chains and Networks	7.5
1	Personnel Economics	7.5
1	Perspectives in Strategic Brand Management	7.5
1	Perspectives on Consumer Behaviour	7.5
1	Philosophical Methods in Business Studies	7.5
1	Poverty, Sustainability and the Private Sector	7.5
1	Power, Culture and Politics in Contemporary Organizations	7.5
1	Principles of EU Financial Regulation	7.5
1	Procurement organisation and strategy	7.5
1	Product Development and Target Market Segmentation	7.5
1	Project Management and Product Development	7.5
1	Re-imagining capitalism	7.5
1	Research methods in Operations Management	7.5
1	Service design (minor-exclusive course)	7.5
1	Social Entrepreneurship: Creating Social Change Using the Power	7.5
1	Social Media Marketing	7.5
1	Sport Management & Marketing	7.5
1	Strategic Change management	7.5
1	Strategic Compliance	7.5
1	Strategic Cost Management and Corporate Value Creation	7.5
1	Strategic Decision Making in Entrepreneurship	7.5
1	Strategic Management	7.5
1	Strategic Management in different contexts	7.5
1	Strategic Risk Management of Multinational Enterprise	7.5
1	Strategy Making and Value Creation by Using Intangible Assets	7.5
1	Strategy Making in Global Environments	7.5
1	Supply Chain Strategies	7.5
1	Sustainability - a driver for a market creation	7.5
1	Sustainability Challenges 1: Multi-disciplinary Approaches	7.5
1	Sustainability Challenges 2: Specific Systems and Capstone Project	7.5
1	The art of strategic planning and communication campaign development	7.5
1	The Business of Smart Cities: Value Creation in Urban Innovation Environments	7.5
1	The Digital Enterprise: New Media Communication & Business Strategy	7.5
1	The European	7.5
1	The Language of Advertising: Perception,	7.5
1	The Power of (marketing) language: How names, frames, and phrases affect our perception, judgments and decisions	7.5
1	The Rise of the BRICs countries, Achievements and Challenges ahead	7.5
1	Topics of Finance	7.5
1	Translation in theory and practice	7.5
1	Users and design innovation (minor- exclusive course)	7.5
1	Valuation	7.5
1	Venture Capital and Private Equity	7.5
1	Accounting for Decision and Control	7.5
1	Advanced Decision Support and Analysis in Supply Chain	7.5
2	Advanced EU competition law and industrial economics	7.5
2	Advanced HCI topics, tools, and techniques7 HCI in organizations	7.5
2	Advanced industrial organizations	7.5

2	Advanced international entrepreneurship	7.5
2	Advanced Macroeconomics	7.5
1	Advanced Sourcing Analysis Techniques	7.5
2	Advanced strategic information management	7.5
1	Applied Business Research	7.5
2	Applied strategic brand management	7.5
2	Applying excel models in operations management	7.5
1	Asset Pricing	7.5
2	Behavioural Economics	7.5
1	Big Data Analytics	7.5
2	Business analytics and decision making	7.5
2	Business models management and innovation	7.5
2	Business project in international business	7.5
2	Business responsibilities for Human Rights	7.5
2	Business to business sales and relationship management	7.5
2	Co creation and law in service firm	7.5
1	Cognition and Communication	7.5
1	Communication I: Structures and Dynamics	7.5
2	Communication in Action at the social web	7.5
2	Consumer culture and communication	7.5
1	Consumer Culture Theory	7.5
2	Consumer driven supply chains	7.5
2	Consumer's experiences and design	7.5
1	Contract, Agency, and Game Theory	7.5
1	Corporate Finance	7.5
2	Corporate governance and finance	7.5
1	Corporate Social Responsibility in Global Supply Chains	7.5
2	Corporate social responsibility- managing the social impact of business	7.5
2	Corporate strategy	7.5
1	Cost and Management Accounting	7.5
2	Creative business project and methods for creative industry analysis	7.5
1	Creative Industries, Innovation and Strategy	15
2	Cultivating powerful identities	7.5
2	Danish Integrated skills	7.5
2	Data science: data driven decision making	15
2	Derivatives and fixed income	7.5
2	Derivatives and risk management	7.5
2	Designing business IT	7.5
2	Digital business models	7.5
2	E-business smartphone app development	7.5
1	Econometrics	7.5
2	Edinburgh- Copenhagen Urban challenge	7.5
2	Empirical finance	7.5
1	Entrepreneurship	7.5
2	Entrepreneurship for development	7.5
1	EU Internet Law	7.5
1	Evidence Based Management	7.5
2	Family firms challenges	7.5
2	Financial and managerial accounting	7.5
2	Financial econometrics	7.5
2	Financial intermediation	7.5
2	Financial Models in excel (full semester)	7.5
1	Financial Risk Management in Shipping	7.5
1	Financial Statement Analysis and Valuation	7.5
2	Firm theory and corporate governance	7.5
2	Fixed income derivatives	7.5
2	Foundation of Health care IT	7.5

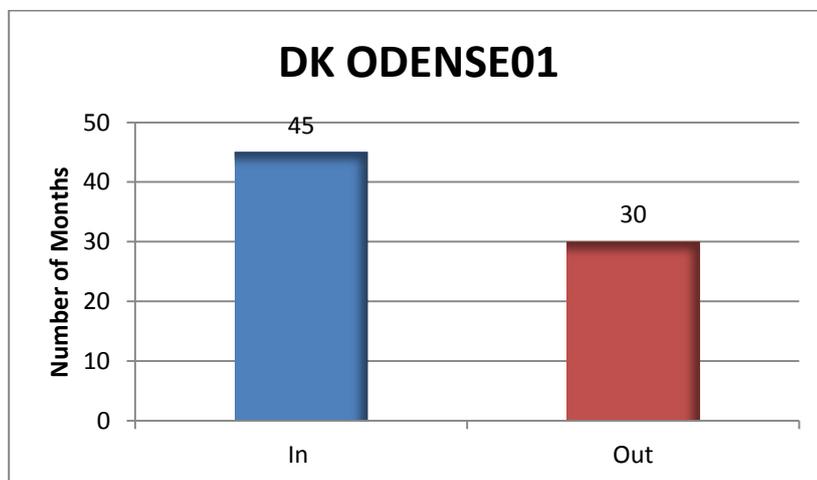
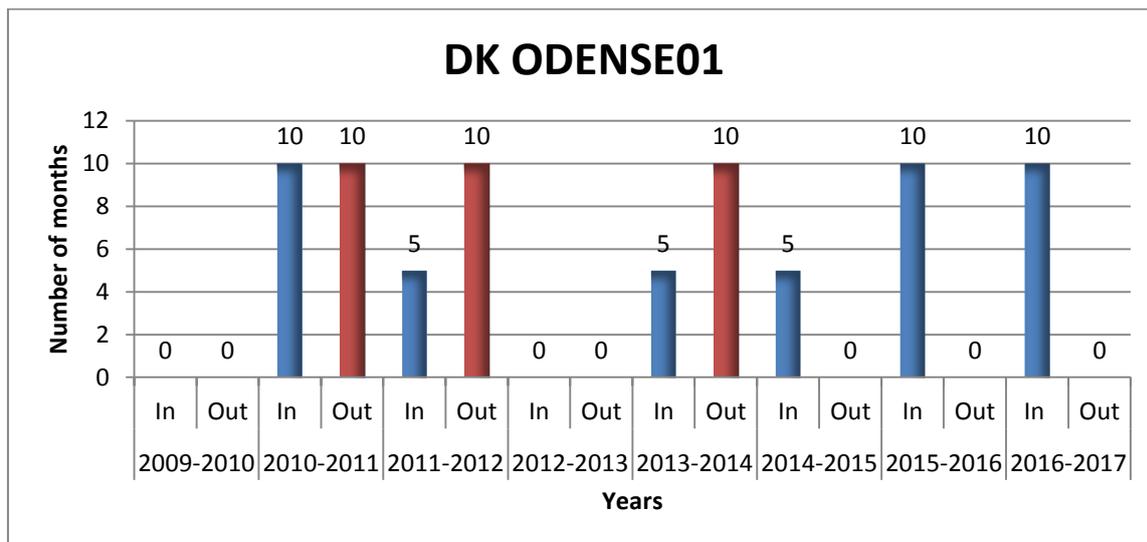
1	Foundations of Strategy	7.5
2	From good idea to venture: how high-potential start up companies overcome strategic issues	7.5
2	Global supply chain management	7.5
2	Globalization and organizations	7.5
2	Go-to- marketing for stat-ups and innovative products/services	7.5
2	Human Resource management	7.5
2	Implementation of Accounting	7.5
2	Incentives in organizations	7.5
2	Information economics and business	7.5
2	Innovation ain clinical processes and health care delivery	7.5
1	Innovation and Knowledge	15
2	Innovation in Flux: an Asian perspective on innovation	7.5
1	Innovation, entrepreneurship and strategy in BioBusiness	7.5
1	Integrated Skills	7.5
2	Interdisciplinary corporate law and governance	7.5
2	International advertising	7.5
2	International business and strategy	7.5
2	International business in emerging markets	7.5
2	International business negotiation	7.5
2	International finance	7.5
1	International Management	7.5
2	International marketing	7.5
2	International negotiations	7.5
2	Internet of things	7.5
2	Knowledge work within and between organizations	7.5
2	Leadership	7.5
1	Leadership and Governance in MNEs	7.5
2	Leading and managing in Latin America	7.5
2	Leading complex organizations	7.5
2	Luxury management and marketing artful European strategies for global markets	7.5
2	Macroeconomics- the global economy	7.5
2	Making social science matter	7.5
1	Management Accounting	7.5
2	Management control and finance	7.5
2	Managing (digital mode) service	7.5
2	Managing creative and innovative organizations	7.5
2	Managing Development Intervention in Sub-Saharan Africa	7.5
2	Managing enterprise architecture and technology	7.5
2	Managing foreign direct investment in developing countries and emerging markets	7.5
2	Managing global supply chain operations	7.5
2	Managing Innovation and change	7.5
2	Managing international operations	7.5
1	Managing Knowledge, Communication and Innovation using Social Media	7.5
2	Managing knowledge, projects and Teams	7.5
2	Managing organizational change and development	7.5
2	Managing organizational change in global organizations	7.5
2	Managing people in multinational corporations	7.5
1	Managing product development and innovation, module of Minor in Process Management and Innovation	7.5
2	Managing the customer journey in a marketing perspective	7.5
1	Marketing and Creative Processes	7.5
2	Marketing communication research and planning	7.5
1	Minor in Business and Development Studies	7.5
1	Minor in The Copenhagen Model in Business Law and Economics	7.5
1	Neuroeconomics	7.5
1	Neuromarketing	7.5
1	Neuromethodology	7.5

2	Operations and supply chain management	7.5
1	Organisational Philosophy and Practice	7.5
2	Organizational communication II: Cultures and Identities	7.5
2	Organizations and society	7.5
2	Organizing growth	7.5
1	Organizing Processes	7.5
1	Organizing Technologies	7.5
2	Performance measurement and Incentives	7.5
2	Personnel econometrics	15
1	Perspectives in Marketing and Marketing research	7.5
1	Perspectives on E- Business Research	7.5
2	Perspectives on E-Business	7.5
1	Pharmaceutical Marketing	7.5
2	Philosophical investigations in contemporary worklife	7.5
2	Positioning and Creative strategies for integrated marketing communication	7.5
2	Poverty, sustainability and the private sector	7.5
1	Power, Influence, and Organizational Politics	7.5
2	Research seminar in International political economy	7.5
2	Riga- Copenhagen Urban challenge	7.5
2	Risk management and corporate finance	7.5
Each Term	Service Design	7.5
2	Social innovation and entrepreneurship	7.5
2	Social science methods and research design	7.5
2	Sourcing and supply management	7.5
1	Strategic and Tactical Tools for E-Business	7.5
2	Strategic change management	7.5
2	Strategic Leadership and brand management	7.5
2	Strategy and market development	7.5
2	Strategy execution	15
2	Supply chain business project	7.5
2	Technology and organization in a digital world	7.5
2	The art of innovation	7.5
2	The art of strategic planning and communication campaign development	7.5
2	The digital dragon from the East: learning from e-commerce in China	7.5
1	The digital organization - innovation, branding, strategy and new media	7.5
2	The economics of sports	7.5
2	The EU as a global actor	7.5
2	The language of advertising: perception, cognition and communication	7.5
1	The Mathematics of Life Insurance and Pension	7.5
2	The power of (marketing) language: how names, frames, and phrases affect our perception, judgments and decisions	7.5
2	The risk of the BRICs countries, achievements and challenges ahead	7.5
2	The role of emotions in marketing communication management	7.5
2	Theories of international law and politics	7.5
1	Theory of the Firm	7.5
2	Topics in international political economy	7.5
2	Translation in theory and practice	7.5
1	Union as an International Actor – Themes and Debates	7.5
1	Work, Technology, and Management in Creative Business	7.5

- a) University code: **DK ODENSE01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **390<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	C1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**  
(students must however meet the prerequisites of Master level courses)
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	C1	Home University / Must fill our language requirement form*	Both
Danish	Mandatory	Danish A Level	Specific Certificates; student must prove a sufficient level of Danish.	Both

\* <http://www.sdu.dk/en/uddannelse/optagelse/english+language+requirement>

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
<b>Campus Odense</b>		
1	Brand Management	5
1	Financial Investments and Corporate Finance	10
1	Introduction to Management Accounting (Supplementary)	5
1	Management and Control	5
1	Organisation with Theory of Science	10
1	An Introduction to Economic and Business History	10
1	The Economics of European Integration	10
1	Budget and Management Accounting	5
1	Comparative Business Economics	5
1	Global Business Economics	10
1	Global Organizations	5
1	Introduction to Globalization	5
1	Introduction to Social Anthropology	10
1	Philosophy of Science	5
1	Principles of Management	10
1	Social and Economic Statistics	5
1	Homo Digitalis 2.0	5
1	American Studies	5
1	Scandinavian Lifestyle and Design	10
1	Scandinavian Welfare Culture	10
1	The History of the Scandinavian Welfare State	10
2	Accounting	10
2	Analysis of Quantitative Survey Data (Advanced Quantitative Analyses)	5
2	Business IT (max 10 Exchange students)	5
2	Business Law	5
2	Marketing (Marketing)	10
2	Project Management	5
2	Statistics	10
2	Economic Anthropology	5
2	Marketing and Strategic Communication	10
2	Social and Economic Statistics	5
2	Perspectives on Development	10
2	Perspectives on law and Society	10
2	Business Anthropology	5
2	Global Consumer Cultures	5
2	Project Management in Global Markets	10
2	The Scandinavian Welfare Society	5
2	Elective course: Scandinavian Classics	5
2	Elective course: The Cold War in Scandinavia	5
<b>Campus Esbjerg</b>		
1	Business Research Methods	5
1	Business Strategy	5
1	Strategic Management Accounting	5
1	Stakeholder Management	5
1	Sports Economics	10
1	Hot topics in the experience economy	10

1	Organisational Change and Development	5
1	Business to Business Marketing	5
1	Energy Economics	5
1	Environmental Economics	5
1	Culture, Learning and Innovation	10
1	Stakeholder Management	5
1	Business Research Methods	5
1	Organisational Change and Development	5
1	Applied operation research and management	5
1	Human Rights	5
1	Culture, Learning and Innovation	10
1	Sociology of sports	5
1	Stakeholder Management	5
1	Organisational Change and Development	5
1	Business Strategy	5
2	International Financial Management	5
2	Business to Business Marketing	5
2	Sports Management	5
2	Economic Evaluation of Projects in Sport and Events	5
2	Event management 1	5
2	Project Planning	5
<b>Campus Sonderborg</b>		
1	Organisation 1: Introduction to Organisational Behaviour	10
1	Entrepreneurship in Business Administration	10
1	Intercultural Business Communication	5
1	Corporate Finance	10
1	International Economics	10
1	Advanced Business Administration 2: Marketing 2	10
1	Advanced Business Administration 2: Accounting 2	10
1	Innovation and Business Clusters	5
1	Social Networks	5
1	Contemporary Perspectives in Border Regions	5
1	Contemporary European History	5
1	European Studies: Introduction to Issues & Concepts	10
1	European Identity and Culture	5
1	Regional Economics and development	5
1	Statistics	5
1	Comparative Politics	10
1	Marketing	10
1	European Competition Law	5
1	Policy Analysis	5
1	Contemporary Perspectives in Border Regions	5
1	Innovation and Business Clusters	5
1	Social Networks	5
1	Accounting 1, pt. 1	5
2	Marketing	10
2	Qualitative Inquiry in Business Research	5
2	Advanced Business Administration I, Organisation (2)	10
2	Advanced Business Administration I, Finance (2)	10
2	Advanced Quantitative Analysis	5

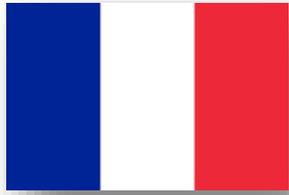
2	Business Law	5
2	Economics of International Integration	5
2	Internet Commerce	5
2	International Management and Leadership	5
2	Political Theory	5
2	EU Institutions and EU Law	10
2	Qualitative Inquiry	5
2	Collaborative Strategy of Regions	10
2	Cultural Analysis	5
2	International Politics	10
2	Microeconomics	5
2	Project Management	10
2	International Management and Leadership	5
2	Advanced Quantitative Analysis	5
2	Business Law	5

k) List of courses in English: **Level- Maste**

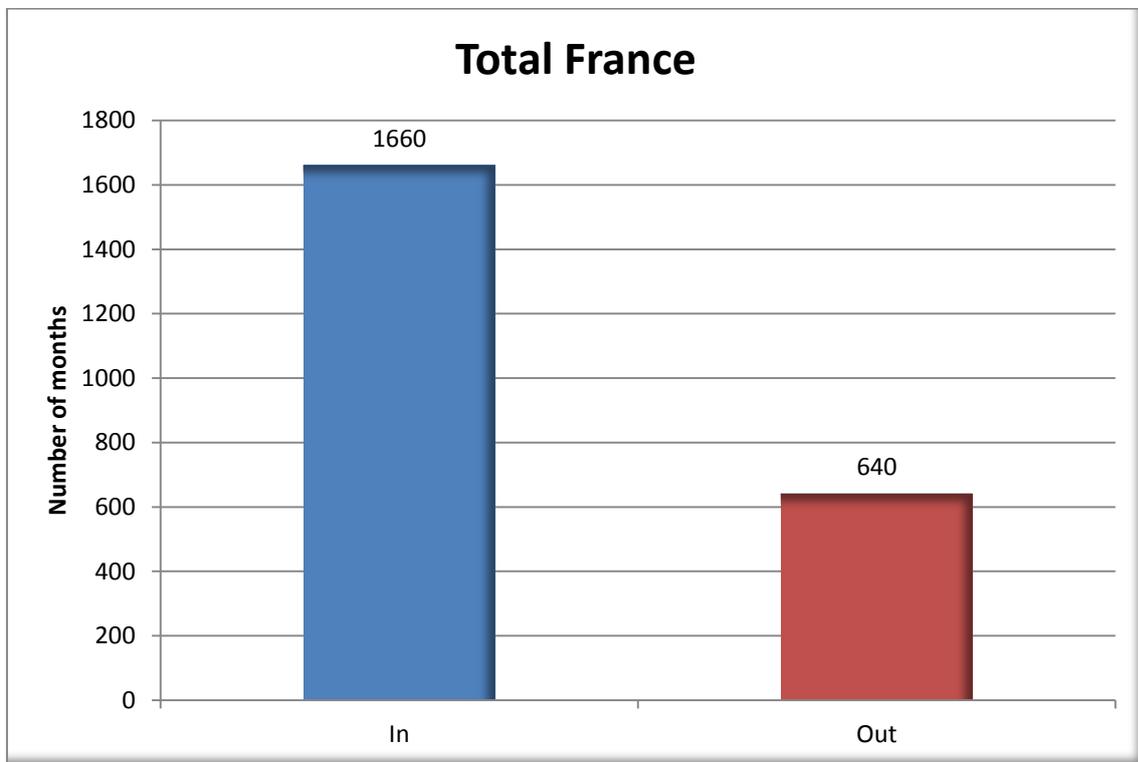
Term	Title	ECTS
<b>Campus Odense</b>		
1	Advanced Marketing Communication	10
1	Advanced Management Principles	10
1	Doing Business in Emerging Markets	10
1	Foundations of Organization	10
1	Foundations of Strategy	10
1	Innovation Management and Marketing	10
1	International Market Relations	10
1	Management Accounting	10
1	Marketing Across Cultures	10
1	Marketing Theory	10
1	Supply Chain Inventory and Production Planning	10
1	Advanced Corporate Finance	10
1	Advanced Economic Evaluation	10
1	Advanced Health Economics	10
1	Advanced International Macroeconomics and Trade	10
1	Advanced Macroeconomics	10
1	Advanced Microeconomics	10
1	Advanced Statistics	10
1	Demography and Economics	10
1	Derivatives and Risk Management	10
1	Microeconometrics	10
1	Project Management and the Consultant Role	10
1	European Company Law	10
1	International Human Rights	10
1	Introduction to the American Legal System	10
1	Law in Practice and Legal Consciousness	10
1	Law, Power and Professions	10
1	Regulating Competition in the EU	10
1	Regulating Maritime Activity	10
1	Courses offered as Summer school courses:	10
1	Legitimacy and Global Order	5
1	Politics of the European Union	10
1	Specialized Politics: Political behaviour and party politics	10
1	Quantitative methods	10
1	Comparative Welfare State Policies	10
1	Development and Reform of the Welfare States	10

1	Elective: Immigration and Integration: Policies and attitudes (Specialised policy analysis)	10
1	Elective: Specialized Methods: Mixed Methods	10
1	Foreign Policy Analysis	5
1	Humanitarian Intervention and Peace Building	10
1	International Organizations	10
1	Transitional Justice and International Security	10
1	Comparative Political Economy	10
1	Contemporary theories of capitalism: crises, critiques, collapse?	10
1	Europe in Hard Times: The Crises of Political Leadership	10
1	Experiments in the Social Science	10
1	Foundation of Bias in Politics	10
1	Foundation of Bias in Politics-seminar	10
1	Modern Wars and Modern Laws	10
1	Political psychology, Personality and emotions	10
1	Security Communities	10
1	HRM, Organizational Development and Communication	10
1	Human Rights and Culture	10
1	Media and Communication Theory	10
1	Sprachmanagement (German)	10
1	Human Resource Management	10
1	International Sales Management in a Business-to Business Context	10
1	Negotiating Globally	10
1	Advanced Brand Management	10
2	Advanced Management Accounting	10
2	Business Strategy	10
2	Corporate Communication	10
2	Corporate Strategy and Organization Design	10
2	Financial Accounting	10
2	International Entrepreneurship	10
2	International Marketing Channels	10
2	Leadership and Organizational Communication	10
2	Market and Ethnography	10
2	Organization of Innovation	10
2	Personnel Economics	10
2	Research Seminar in Advanced Strategy and Organization Theory	10
2	Strategic Issues in Supply Chain Management	10
2	Strategic Market Creation	10
2	Supply Chain Links and Enterprise Ressource Planning	10
2	Advanced Game Theory	10
2	Asset Pricing	10
2	Economic Growth	10
2	Housing and Urban Economics	10
2	Industrial Economics	10
2	Macroeconomics and History	10
2	Topics in Empirical Finance	10
2	Business, Law and Society	10
2	Drafting Contracts	10
2	International Transport Law	10
2	Law of the World Trade Organization	10
2	When Lawyers Meet Their Clients	10
2	The conduct of contemporary warfare	10
2	How NATO manages new threats. Inside the black box of NATO parliamentarianism	10
2	New Wars and Conflict	10
2	The Laws of War	10
2	The Ethics of War and Peace	10
2	The Law of Cyber Warfare	10
2	Research Design	10

2	Concepts and Measurements	10
2	Comparative public administration	10
2	Politics of labour market change	10
2	Globalisation Processes	10
2	The Welfare Society from an International Perspective	10
2	International Political Organizations	10
<b>Campus Esbjerg</b>		
1	Social Media Networks and Marketing Communication	7.5
1	Methodology of the Social Sciences and Qualitative Methods	7.5
1	Entertainment Markets and Business	7.5
1	Regional Effects of Sports and other Events	7.5
1	Risk Management	7.5
1	Sustainability	7.5
1	Risk Communication	7.5
1	Public Health Research on Global Scale	7.5
1	Body and Gender	7.5
1	Law, Power and Professions	7.5
1	Buyer Behavior	7.5
1	Project Management	7.5
1	Brand Management	7.5
1	Marketing Strategy	7.5
1	Corporate Social Responsibility: Stakeholders, Strategy and Practice	7.5
1	Worksite Health Promotion	7.5
1	The Economics of Prevention in Health	7.5
1	Law in Practice and Legal Consciousness	7.5
1	Subculture, social movement and social change	7.5
2	Strategy and Competition	7.5
2	Quantitative Market Research Methods	7.5
2	Holistic design for sustainability: Systems, processes and products	7.5
2	Economic Sociology	7.5
2	Time, Space and Identity	7.5
2	When lawyers meet their clients	7.5
2	Innovation Management	7.5
2	Sports Governance	7.5
2	Advanced environmental and resource economics and management	7.5
2	Advanced Evaluation Methods and Theories	7.5
<b>Campus Kolding</b>		
1	Idea Generation	5
1	Internationalization and Growth	10
1	Intra - and entrepreneurship Theory and Policy	10
1	Project Management	5
2	Methods of Idea Evaluation	5
2	Network, Ressources and Entrepreneurship	10
2	Organization & Entrepreneurship Facilitation	10
2	Research Methods	5
<b>Campus Sonderborg</b>		
1	Innovation in Value Chains	10
1	Supply Chain Management and Dynamics	10
1	Advanced Business Research Methods	10
1	Glocalized Production	10
1	Open Innovation Management	10
1	Creativity and Design in Innovation Management	10
2	Inter-Organizational Relations Management	5
2	Global CSR	5
2	International HRM	5
2	Global E-Business	5
2	Global Marketing Management	10



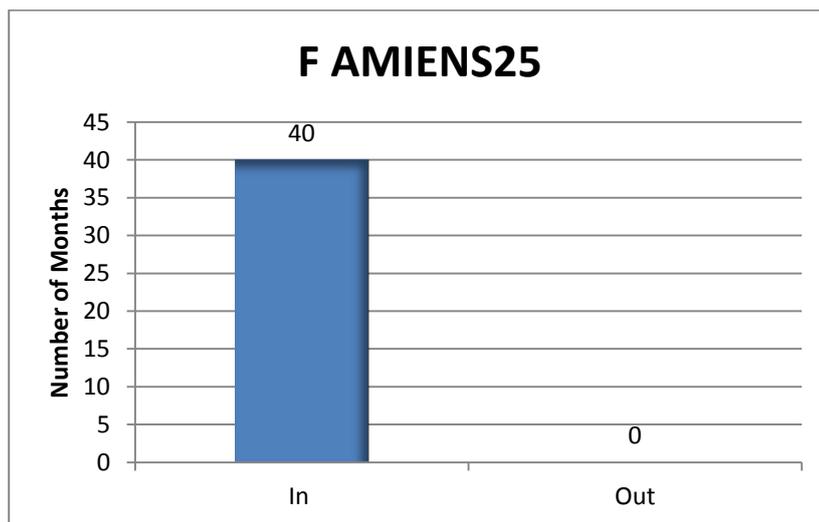
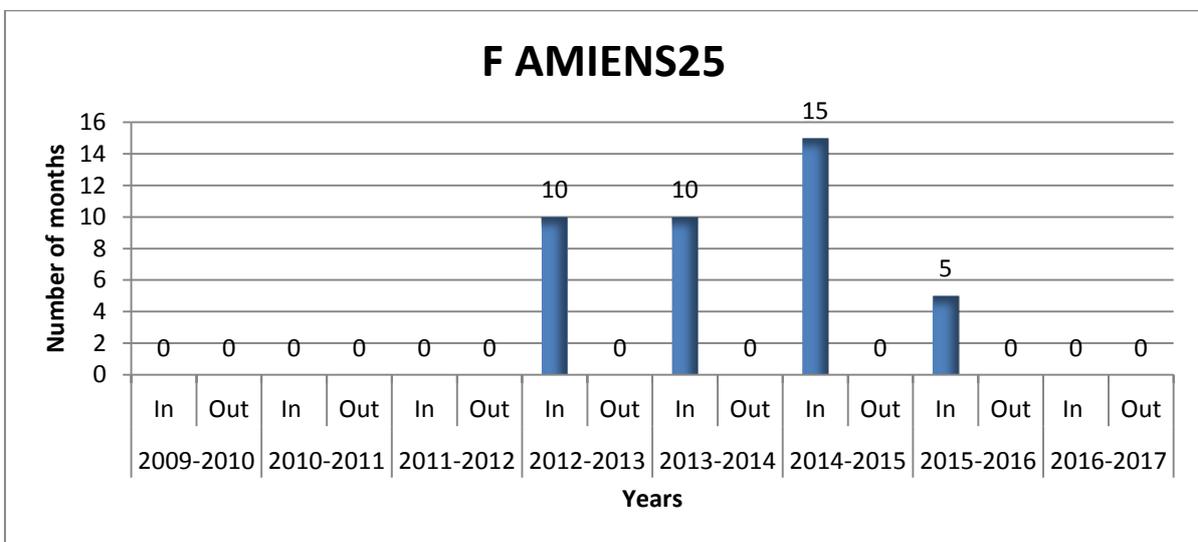
# France (F)



- a) University code: **F AMIENS25**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
French	Mandatory	B2

f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

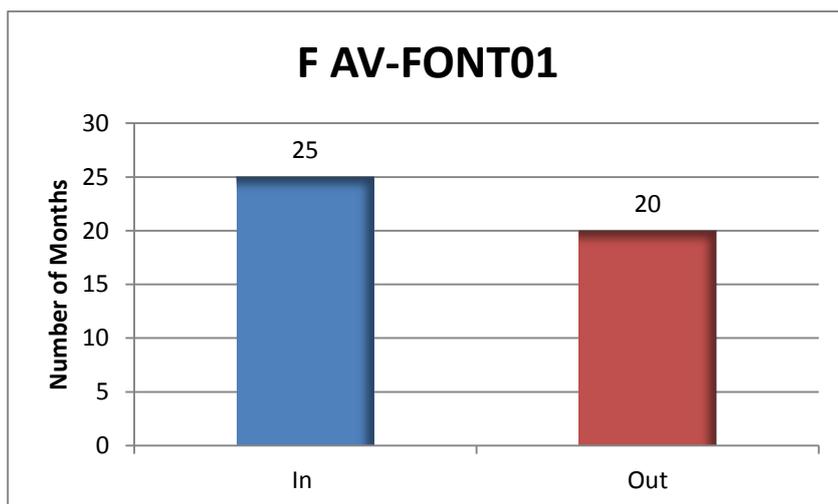
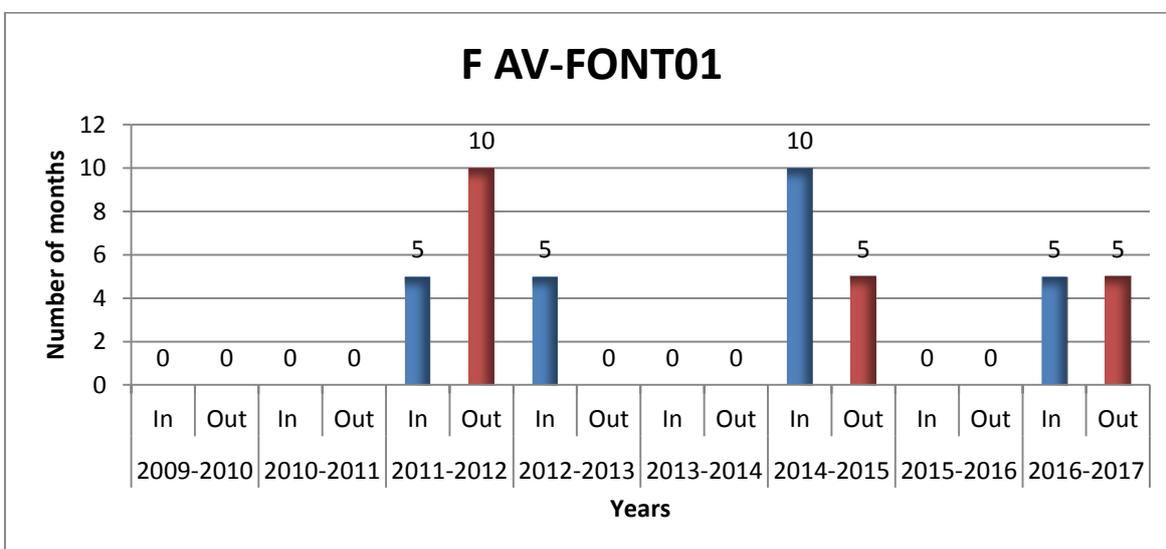


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided**

- a) University code: **F AV-FONT01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B1
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

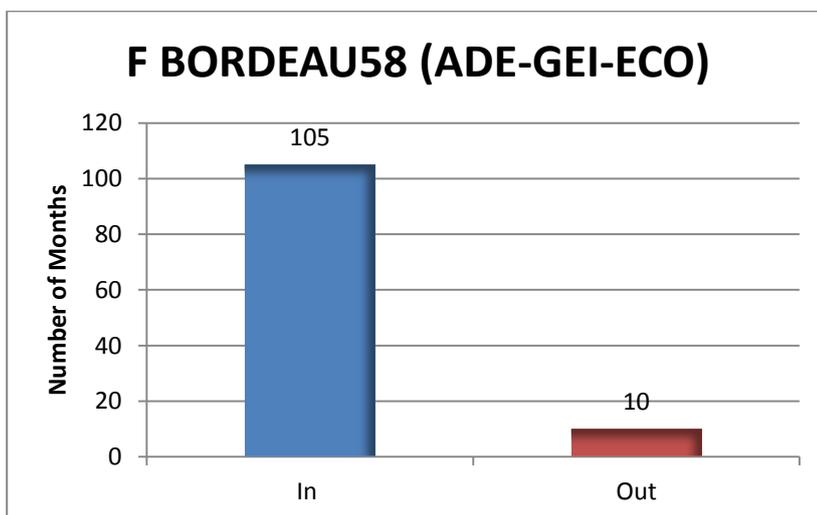
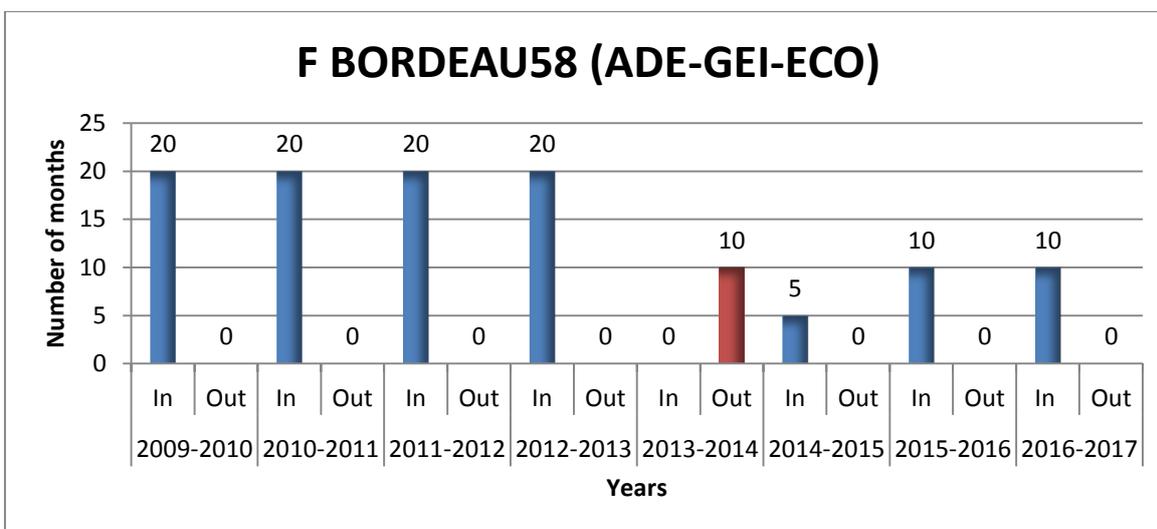


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided** List of courses in English: **Not provided yet**

- a) University code: **F BORDEAU58**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **501<sup>th</sup> - 550<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
French	Recommended	B1 (B2 preferred)

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Micro 3: market structures	5
1	Mathematics: Analysis and linear algebra	3
1	Decision Statistics	3
1	History of economic thought	3
1	Intermediate language courses (self-study online): English, Spanish or German	1
1	Business strategy and business intelligence	2
1	Labor market and employment policies	2
2	Macro-economy of the short and medium term	4
2	Foundations of organizations	2
2	Decision Statistics	4
2	Micro 4: Market failures	2
2	Theory of games	2
1	Organizational Strategy	3
1	Organizational communication	3
1	Economics of organizations	2
1	Statistics applied to decision-making problems	4
1	Financial mathematics	3
1	Marketing and International Management	5
1	Business English	3
1	Logistics and transport	3
2	Data management	4
2	Financial forecast	4
2	Finance of markets	3
2	Human Resource Management	5
2	Business English	3
1	Micro 5: Economics of uncertainty and information	5
1	Economics of organizations	2
1	Statistics	4
1	Banking and Finance	6
1	Companies, strategies and markets	6
1	Globalization and Territories	6
1	Societies and Development	6
2	Growth and Crises	4
2	History of economic thought	2
2	Economic Policy	2
2	Introduction to econometrics	3
2	Mathematics: Dynamic models and optimization in economics	3
2	Banking and Finance	6
2	Companies, strategies and markets	6
2	Globalization and Territories	6
2	Societies and Development	6
1	Monetary and financial economy	7
1	Descriptive statistics II and financial mathematics	4
1	Economic analysis of social problems	2
1	Economic Sociology	2
1	History of economic ideas	2
2	Macroeconomics	6
2	Community law	2

2	Public finances	6
1	Macroeconomic policies	7
1	Territorial economy	7
1	Statistics and Probabilities	3
1	Banking and financial markets	3
1	Contemporary political and social economic issues	3
2	International economy	7
2	Development economy	3
2	Economics of Public Policy	3
2	Specialized Sociology	3
2	Labor law II and social protection law	3
2	Fiscal law	3
2	European Social History	3
2	Introduction to econometrics	3
1	Labor law	7
1	Trade Law	7
1	Applied Computing	2
1	Human Resource Management	3
2	Industrial economics and organizations	6
2	Financial management	3

l) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Economy of globalization	3
1	Theory of games	3
1	Quantitative techniques (e-learning)	2
1	Data management and analysis	5
1	Demographic Methods	2
1	Economy of inequalities	2
1	Institutions and development	2
1	Financing for Development	2
1	Economics of the environment and sustainable development	2
1	Social and solidarity economy	2
2	Economics of behavior	3
2	Theory of uncertainty and incentives	3
2	Applied modeling	2
2	Population, human development	2
2	Ethics, justice	2
2	International Political Economy	2
2	Development and environment	2
2	Economics of natural resources	2
2	Action by project: theories, methods and practices	2
1	Regional and Urban Economy	6
1	Innovation and Markets	6
1	Method Conference	2
1	Territorial Organization of Public Action	3
1	Analysis of productive systems	3
1	Financial analysis of companies	3
1	Data management and analysis	5
1	Quantitative techniques (e-learning)	2
2	Globalization and location of firms	4

2	Creativity and Project Management Workshop	2
2	Institutions and markets	8
2	Sustainable development and development	8
2	Local Finance	4
2	Geographic Information Systems	4
1	International Finance	4
1	Monetary policy economy	3
1	Economic geography and globalization	3
1	International trade	4
1	Econometrics	3
1	Business English	3
1	Foreign exchange risk management	3
2	Macro-economics	4
2	Interdependencies and Strategic Behaviors	3
2	Development economy	3
2	Organization of world trade	4
2	Applied econometrics	3
2	Business English	2
2	Business and globalization	3
2	Economy of European integration	3
1	Financial Services	4
1	Capital market	4
1	Business English	2
1	Banking Strategy	3
1	International Financial Relations	3
2	Valuation of assets	5
2	Financial analysis	3
2	Business English	2
2	Quantitative risk analysis	5
2	Economic forecasts and impact studies	5

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Visiting seminars (Economics)	2
2	European economics	2
1	Project management	3
2	Global Firm	3
2	Business game	4
1	International Trade	3
2	European economics	6

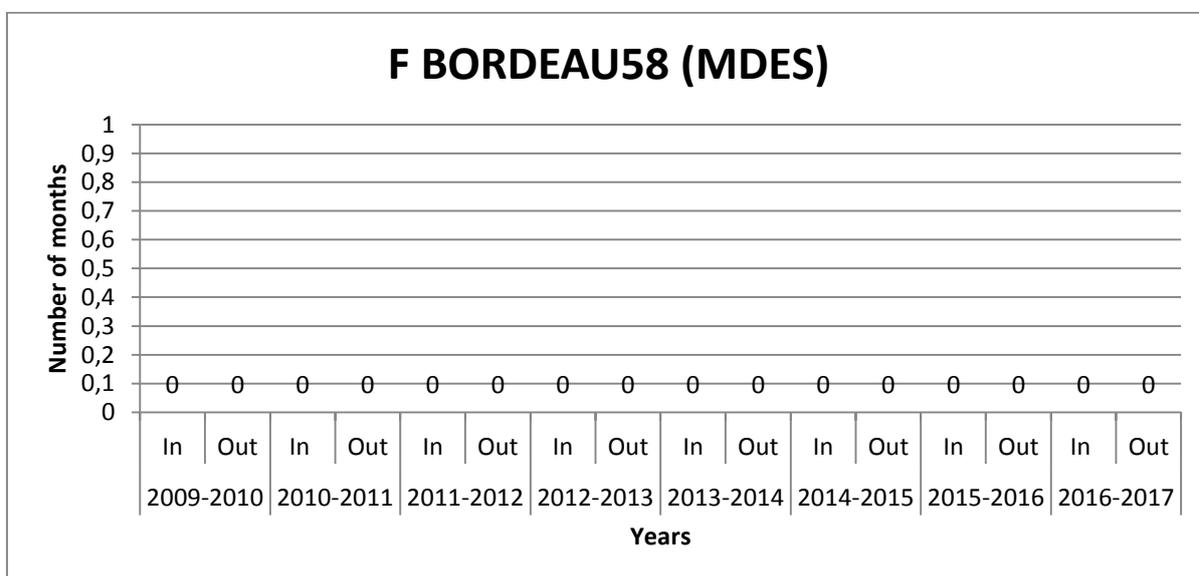
n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Economic growth	3
2	Public economics	3
2	Introductory econometrics	4
2	Econometrics of causality	4
2	Geography of innovation	4
2	Introductory econometrics	4
2	Regulation and competition policies	4
2	Econometrics of causality	4
1	Commodity Trading	3
2	Asset management	3

- a) University code: **F BORDEAU58**
- b) Study field: **Master in Sport Management**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **501<sup>st</sup>- 550<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Course offer in French: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in French: **Not provided yet** / List of courses in English: **Not provided yet** /

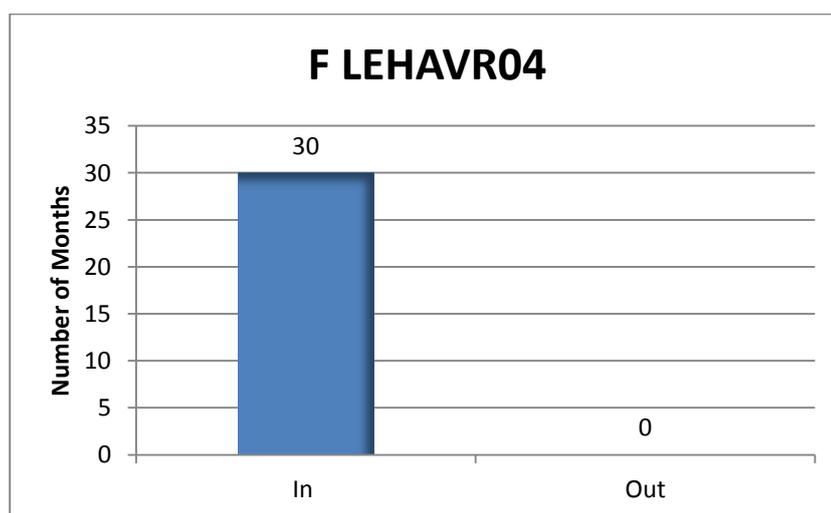
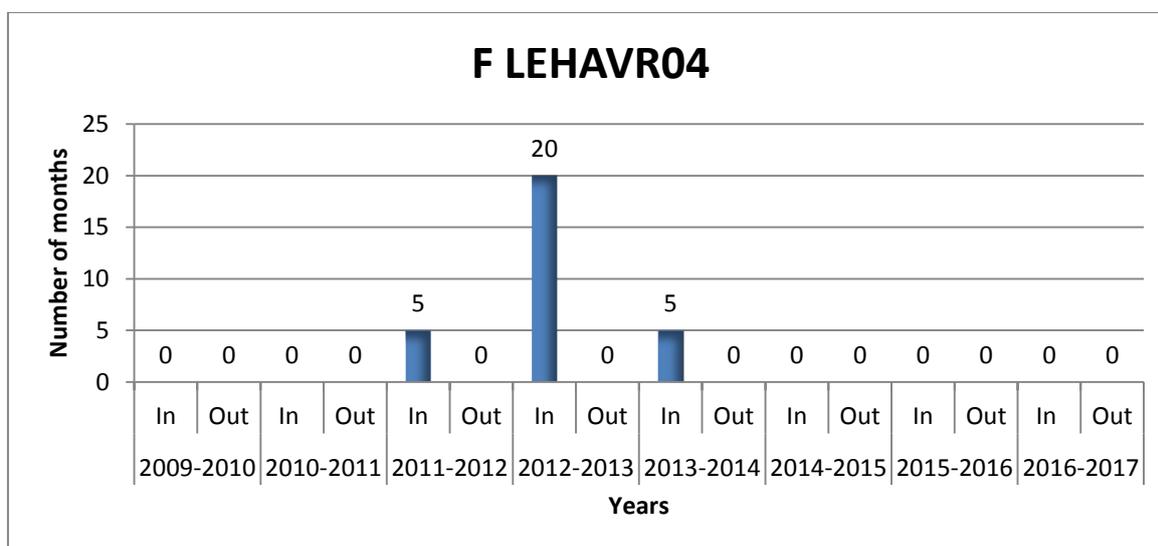
# ÉCOLE SUPÉRIEURE DE COMMERCE LE HAVRE



- a) University code: **F LEHAVR04**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2
French	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

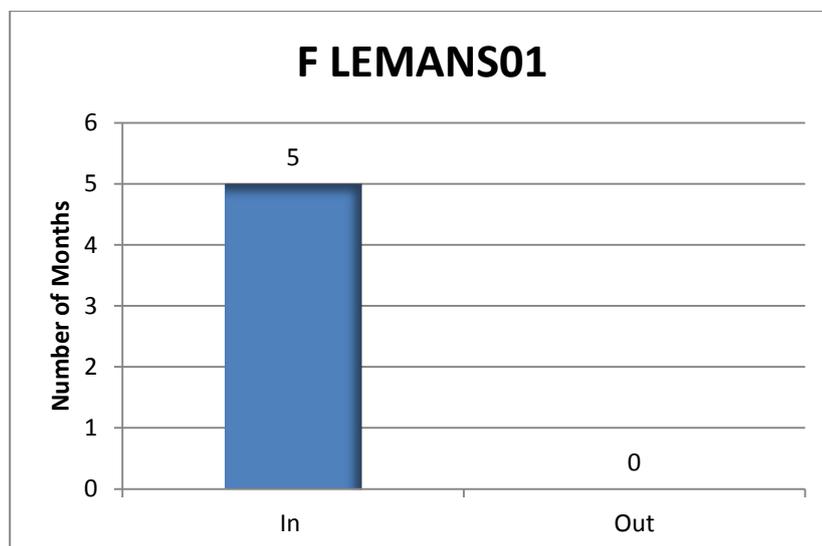
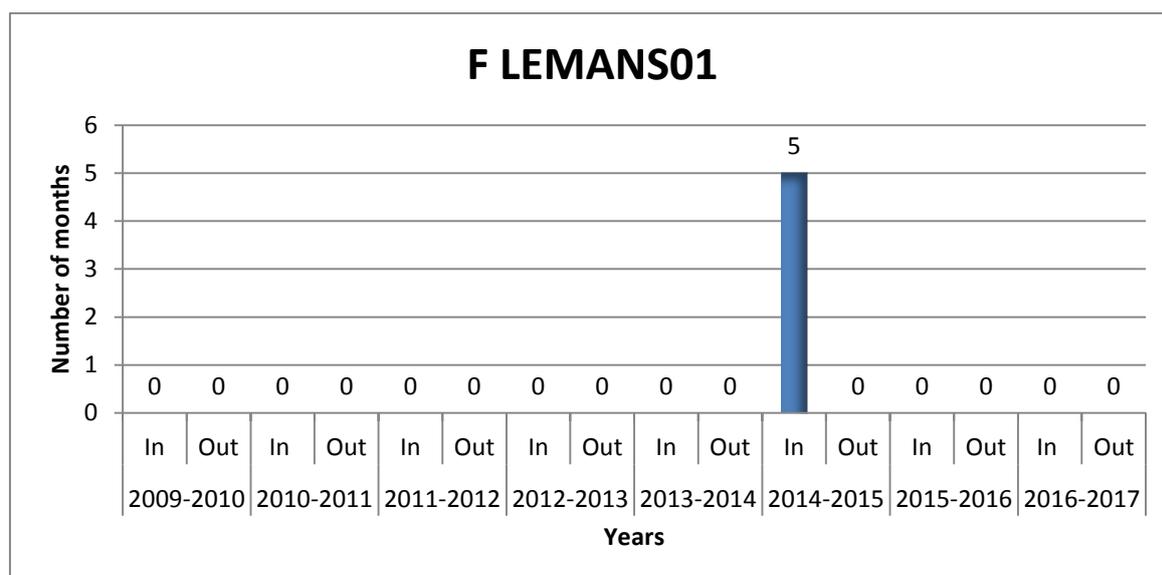


Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided**

- a) University code: **F LEMANS01**
- b) Study field: **Master in Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided**

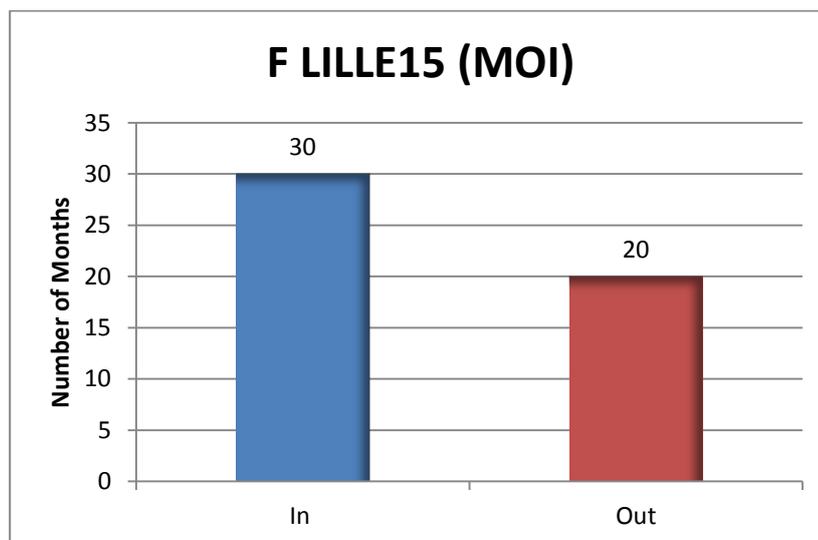
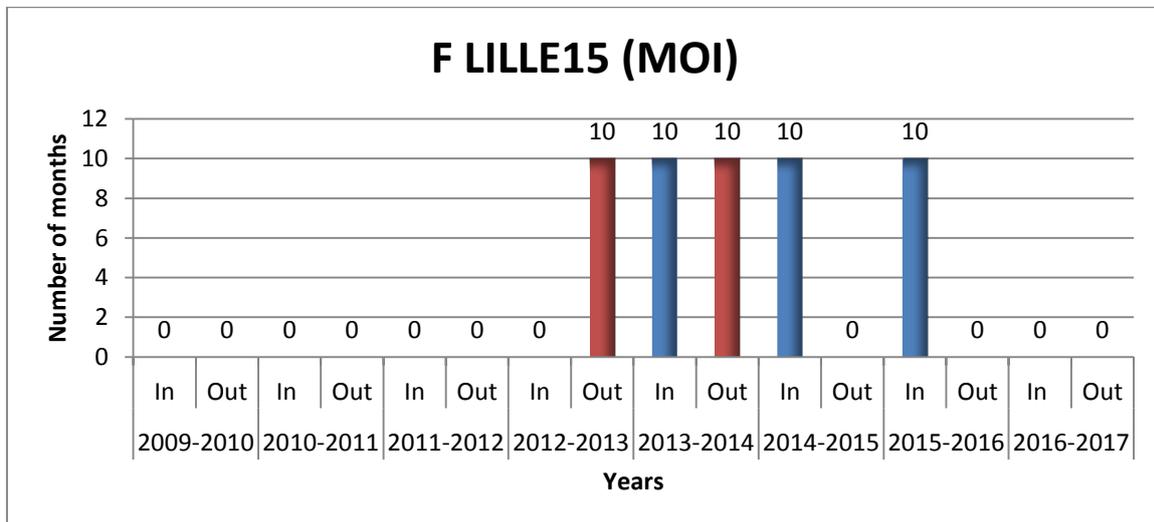
# ECOLE DES HAUTES ETUDES COMMERCIALES DU NORD



- a) University code: **F LILLE15**
- b) Study field: **Social sciences, Business and Law (Master in Internationalization)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in English: **Yes**
- h) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

i) List of courses in English: **Level- Master Campus Lille**

Term	Title	ECTS
1	New Venture Creation	1
2	Advanced Corporate Finance	4
1	Advanced EXCEL and VBA	2
2	Advanced Personal commitment in the Entrepreneurial world NC	1
2	Arts Management and Public Policies	2
1	Arts Management and Public Policies 1	4
2	Big data and business analytics	4
1	Big data and business models	2
2	BP competition NC	1
1	BP writing	2
2	Brand Management	2
2	Business development and innovation	2
1	Business Ethics	2
1	Business Ethics for consultants	2
1	Business Ethics for Entrepreneurs	2
1	Business Ethics for Marketers	2
1	Business game : capstone global business simulation	4
1	Business Modelling	2
2	Business Models for "Apps"	2
1	Business Ethics for Lawyers	2
2	Buying or selling a business	4
2	Coaching in Finance	1,5
2	Coaching in Marketing	1,5
1	Consumer Cantered Marketing	4
1	Corporate Finance	4
1	Corporate Strategy for International Business	4
2	Corporate Law & Capital Markets Law	2
1	Cost & managerial accounting	4
2	Cost accounting & management control	4
2	Country Risk Analysis	2
1	Cracking Business Cases : Techniques & Capabilities	4
2	Creative Economy and Innovative Businesses	2
1	Creative Economy and Innovative Businesses 1	2
2	Creative Entrepreneurship Development Model	2
1	Creativity & Innovation Tools Workshop / Business Innovation Project	3
2	CRM for Entertainment & Services	4
2	CRM for Luxury	4
2	Data analysis	4
2	Digital Innovation	2
2	Digital marketing	2
2	Digital Marketing for Entertainment Services	4
2	Digital Marketing for Luxury	4
1	Drafting & Enforcing International contracts	4
2	Due Diligence	2
2	Economics Analysis of Law	2

1	Effectuation	2
2	Enterprise Risk Management	2
1	Entertainment Industry	4
2	Entertainment Marketing	4
1	Entrepreneurial Strategy	2
1	Entrepreneurs Testimonials and Experience	1
2	Entrepreneurship	2
1	Erasmus- fle	5
1	EU Entrepreneurial ecosystems immersion study trips	2
2	Family Business	8
2	Family Business Law	2
1	Fashion -Food and Design	2
2	Financial Accounting & Reporting	4
1	Financial Planning	4
1	Financial Statement Analysis	4
Each Term	French as a Second Language	5
2	GLOBAL DNA	4
2	Global Finance	4
2	Global Justice and Human Rights	2
2	Global Luxury Operations	4
2	Global Marketing Strategy	4
2	Governance & Responsibility of business Enterprise	2
2	Growth Management	2
2	Human recourses management	4
1	Illicit Business	2
2	Individual coaching	3
2	Information systems	2
2	Innovative Finance & Law	3
1	Innovative Finance & Law 1	2
1	Integrated Marketing communication	4
2	Intellectual Property Rights in Globalised and Digital Economies	4
2	International Business development	1
Each Term	International Business Law	2 or 4
1	International Marketing Strategy	4
1	International operations(including IS)	4
2	International Tax Law	4
2	IT Strategy	2
1	Law, Strategy & Lobbying	4
2	Leadership	1
1	Lean Start up	2
2	Lectures of the innovation major	2
1	Legal & Tax issues for Entrepreneurs	2
2	Legal environment & business decision making	4
2	Legal Practice & Research 2	2
1	Lifestyle Analysis and Social Practices	2
2	Luxury strategy & Innovation	4
2	Management of Charitable Organisations	2
2	Management of innovation	2
2	Management, sense making and leadership	2
1	Managing Human Capital	4

2	Marketing & Sales Strategy	2
1	Marketing for entrepreneurs	1
1	Marketing management	4
1	Marketing management and strategy	4
1	Marketing Research & Methods	6
2	Media/Social Media & Development	3
1	Mergers & Acquisitions & Strategic Alliances	4
1	Negotiation	2
1	Operation management	2
2	Operational Excellence	2
2	Operations and project management	4
2	Operations Management	2
1	Organisational behaviour	4
2	Organizational Performance	2
1	People skills	2
1	Performance and International Accounting	2
2	Performance Measurement & Management	4
1	Personal commitment in the Entrepreneurial world	1
1	Philanthropy - Lobbying - Fundraising	4
1	Pitch Academy Seminar	2
2	Practice of M&A	2
1	Procurement	4
2	Project management	2
2	Relations with the business angels	4
1	Research Methods	2
1	Research Methods for Business and Consulting	2
2	Risk Management & Compliance	2
2	Services Marketing	4
2	Silicon Valley immersion study trip nc	2
2	Social Entrepreneurship	2
2	Social Innovation/Social Business	6
2	Social Media Marketing	2
1	Socio-Cultural France	7
Each Term	Speaking for Business	1
1	Start-up Bubble	1
1	Strategic Analysis & Business Intelligence	4
1	Strategic Analysis & Critical Thinking	4
1	Strategic Brand Management	4
2	Strategic Leadership	1
1	Strategic management	4
1	Strategic management : principles and practice	4
2	Strategic Retail Management	4
1	Strategies in Litigation, Arbitration and ADR	4
1	Strategy & Business Modeling	4
1	Successful Entrepreneurs' skills	1
2	Transformation consulting	4
2	Web analytics	2

j) List of courses in English: **Level –Master Campus Nice**

Term	Title	ECTS
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1	Advanced Corporate Finance	4
1	Advanced Financial & Credit Analysis	4
1	Advanced Financial Accounting & Analysis - Part I	4
2	Advanced Financial Accounting & Analysis - Part II	2,5
1	Advanced Strategies	4
2	Analysis of Risk & Performance	4
2	Auditing and Internal Control	4
1	Advanced Excel & VBA Programming	1,5
1	Banking & Bankruptcy	2
2	Corporate & Investment banking : a focus on Equity Capital Market	2
1	Corporate Finance	4
1	Corporate Finance & Asset Markets	4,5
2	Corporate Finance 2	4
Each Term	Corporate Treasury Management	2 or 2,5
1	Cost Accounting & Management Control	4
2	Developing Managerial Skills (For a successful GAP year)	2,5
2	Ethics and Corporate Governance	2
1	Financial Accounting and Analysis	4
2	Financial Analysis & Management of International Groups	3
1	Financial Analysis & Reporting	4,5
2	Financial Econometrics Part II	2
1	Financial Institutions and Markets	2
1	Financial Modeling with Excel	1,5
2	Fixed income analysis	4
Each Term	French course (for visiting students only)	5
1	Fundamentals of Corporate Law	1,5
1	Information Systems and Management Control	4
1	Intercultural Seminar	1
2	International Accounting	4
1	International Accounting	5
2	International Corporate Finance & Governance	4
1	International Economics	2,5
2	International Finance	4
1	Introduction to Derivatives	4
2	Introduction to Excel & VBA programming	2,5
1	Introduction to Fixed Income	4
2	LBO & Private Equity	4
2	Management control Systems : human resources planning and control	2,5
2	Marketing of Financial Services	2,5
1	MATLAB	1,5
2	Mergers and Acquisitions, Financial Distress & Restructuring	4
1	Money and Capital markets	1
2	Operation Management	2
1	Options, futures and other derivatives	4
1	Organisational Controls	4
2	Portfolio management	4
1	Principles of business Taxation	2
2	Process Management & Benchmarking	2
2	Project Finance	3
2	Project Management	3,5

1	Quantitative Methods in Finance	4
1	Real options	2
2	Researching France (For visiting students only )	7
1	SAP	1,5
1	Socio-cultural France (for visiting students only)	3
1	Statistics & Financial Econometrics Part I	2,5
2	Strategic Management	4
2	Structured Finance	3
2	Treasury Risk Management	2
Each Term	Valuation	2 or 2,5
1	Values, Cooperation and Trust (only for incoming)	7

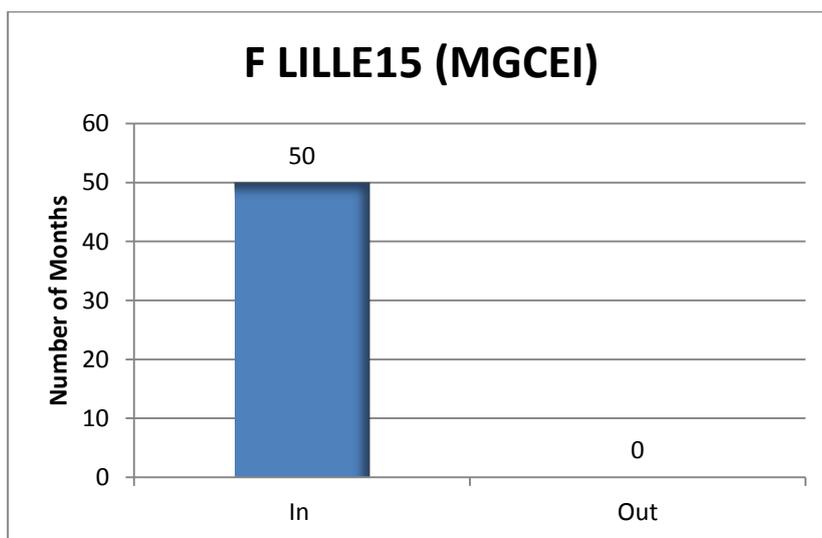
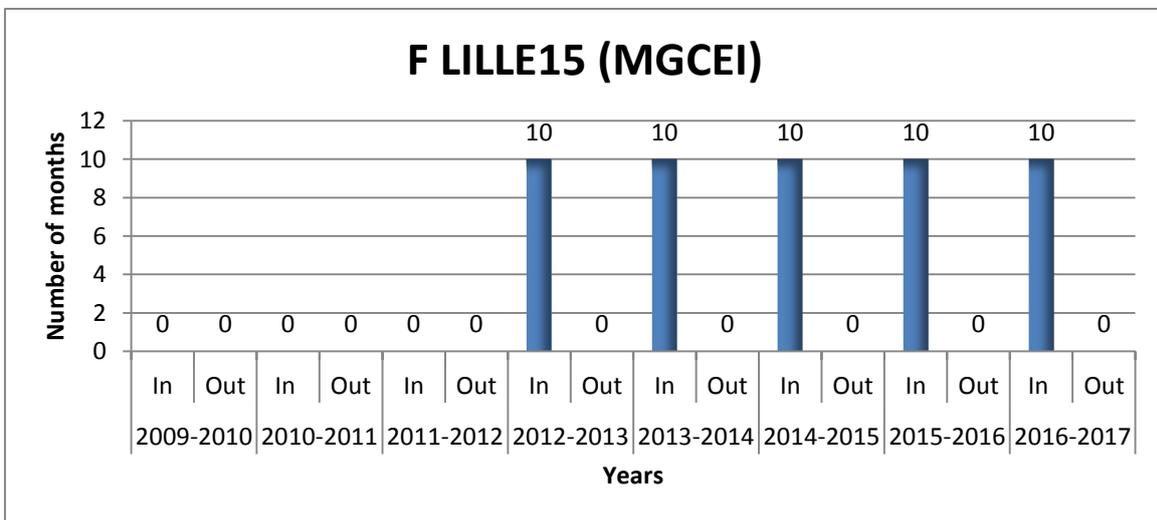
ECOLE DES HAUTES  
ETUDES COMMERCIALES  
DU NORD



- a) University code: **F LILLE15**
- b) Study field: **Management and Administration (Master in Creation and Management of Innovative Technology-Based Companies)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in English: **Yes**
- h) Language requirements:

Language	Status	CEFR
English	Recommended	B2

i) List of courses in English: **Level- Master Campus Lille**

Term	Title	ECTS
1	Strategic management : principles and practice	4
1	Financial Statement Analysis	4
1	Corporate Finance	4
1	Marketing management	4
1	Managing Human Capital	4
1	Business game : capstone global business simulation	4
1	Pitch Academy Seminar	2
1	Socio-Cultural France	7
1	French as a Second Language	5
2	Governance & Responsibility of business Enterprise	2
2	Big data and business analytics	4
2	Cost accounting & management control	4
2	Information systems	2
2	Operations management	2
2	Legal environment & business decision making	4
2	Business development and innovation	2
2	Project management	2
2	Family Business	8
2	French as a Second Language	5
1	Business Ethics for Marketers	2
1	Consumer Centered Marketing	4
1	International Marketing Strategy	4
1	Integrated Marketing communication	4
1	Strategic Brand Management	4
1	Marketing Research & Methods	6
1	Social-cultural France	7
1	Erasmus- fle	5
2	Leadership	2
2	Strategic Retail Management	4
2	Luxury strategy & Innovation	4
2	Global Luxury Operations	4
2	CRM for Luxury	4
2	Digital Marketing for Luxury	4
2	Entertainment Marketing	4
2	Services Marketing	4
2	CRM for Entertainment & Services	4
2	Digital Marketing for Entertainment Services	4
1	New Venture Creation	1
1	EU Entrepreneurial ecosystems immersion study trips	2
1	Entrepreneurs Testimonials and Experience	1
1	Business Ethics for Entrepreneurs	2
1	BP writing	2
1	Entrepreneurial Strategy	2
1	Operation management	2
1	Marketing for entrepreneurs	1

1	Financial Planning	4
1	Legal & Tax issues for Entrepreneurs	2
1	Business Modelling	2
1	Lean Start up	2
1	Effectuation	2
1	Start-up Bubble	1
1	Creativity & Innovation Tools Workshop / Business Innovation Project	3
1	Speaking for Business	1
1	Personal commitment in the Entrepreneurial world	1
1	Successful Entrepreneurs' skills	1
2	Relations with the business angels	4
2	Buying or selling a business	4
2	Performance Measurement & Management	4
2	Growth Management	2
2	International Business development	1
2	Silicon Valley immersion study trip nc	2
2	Speaking for Business	1
2	Digital marketing	2
2	Web analytics	2
2	Business Models for "Apps"	2
2	Leadership	1
2	Coaching in Marketing	1,5
2	Coaching in Finance	1,5
2	Individual coaching	3
2	BP competition NC	1
2	Lectures of the innovation major	2
2	Entrepreneurship	2
2	Management of innovation	2
2	Social Entrepreneurship	2
2	International Business development	1
2	Strategic Leadership	1
2	Advanced Personal commitment in the Entrepreneurial world NC	1
1	Strategy & Business Modeling	4
1	Cracking Business Cases : Techniques & Capabilities	4
1	Strategic Analysis & Business Intelligence	4
1	Mergers & Acquisitions & Strategic Alliances	4
1	Strategic Analysis & Critical Thinking	4
1	Business Ethics for consultants	2
1	Big data and business models	2
1	People skills	2
1	Advanced EXCEL and VBA	2
1	Business game capstone global business simulation	4
2	Due Diligence	2
2	Marketing & Sales Strategy	2
2	Social Media Marketing	2
2	Organizational Performance	2
2	Financial Accounting & Reporting	4
2	Enterprise Risk Management	2
2	Operational Excellence	2
2	IT Strategy	2

2	Operations Management	2
2	GLOBAL DNA	4
2	Transformation consulting	4
2	Advanced Corporate Finance	4
1	Business Ethics for Lawyers	2
1	Law, Strategy & Lobbying	4
1	Drafting & Enforcing International contracts	4
1	Strategies in Litigation, Arbitration and ADR	4
2	Practice of M&A	2
2	Intellectual Property Rights in Globalised and Digital Economies	4
2	Corporate Law & Capital Markets Law	2
2	Risk Management & Compliance	2
2	Economics Analysis of Law	2
2	International Tax Law	4
2	Legal Practice & Research 2	2
2	Leadership	2
2	Family Business Law	2
1	Procurement	4
1	Corporate Strategy for International Business	4
1	International Business Law	2
1	Negotiation	2
1	International operations(including IS)	4
1	Performance and International Accounting	2
1	Research Methods for Business and Consulting	2
1	Illicit Business	2
1	Business Ethics	2
2	Country Risk Analysis	2
2	Global Marketing Strategy	4
2	Global Finance	4
2	Brand Management	2
2	Leadership	2
1	Creative Economy and Innovative Businesses 1	2
1	Lifestyle Analysis and Social Practices	2
1	Arts Management and Public Policies 1	4
1	Entertainment Industry	4
1	Innovative Finance & Law 1	2
1	Philanthropy - Lobbying - Fundraising	4
1	Fashion -Food and Design	2
1	Research Methods	2
1	Business Ethics	2
2	Social Innovation/Social Business	6
2	Arts Management and Public Policies	2
2	Innovative Finance & Law	3
2	Creative Entrepreneurship Development Model	2
2	Global Justice and Human Rights	2
2	Management of Charitable Organisations	2
2	Media/Social Media & Development	3
2	Creative Economy and Innovative Businesses	2
1	Cost & managerial accounting	4
1	Corporate Finance	4

1	Organisational behaviour	4
1	Strategic management	4
1	Research methods	2
1	Business ethics	2
1	Marketing management and strategy	4
2	Data analysis	4
2	Digital Innovation	2
2	Social Entrepreneurship	2
2	International Business Law	4
2	Human resources management	4
2	Operations and project management	4
2	Management, sense making and leadership	2

j) List of courses in English: **Level –Master Campus Nice**

Term	Title	ECTS
1	Advanced Corporate Finance	4
1	Advanced Financial & Credit Analysis	4
1	Advanced Financial Accounting & Analysis - Part I	4
2	Advanced Financial Accounting & Analysis - Part II	2,5
1	Advanced Strategies	4
2	Analysis of Risk & Performance	4
2	Auditing and Internal Control	4
1	Advanced Excel & VBA Programming	1,5
1	Banking & Bankruptcy	2
2	Corporate & Investment banking : a focus on Equity Capital Market	2
1	Corporate Finance	4
1	Corporate Finance & Asset Markets	4,5
2	Corporate Finance 2	4
1	Corporate Treasury Management	2
2	Corporate Treasury Management	2,5
1	Cost Accounting & Management Control	4
2	Developing Managerial Skills (For a successful GAP year)	2,5
2	Ethics and Corporate Governance	2
1	Financial Accounting and Analysis	4
2	Financial Analysis & Management of International Groups	3
1	Financial Analysis & Reporting	4,5
2	Financial Econometrics Part II	2
1	Financial Institutions and Markets	2
1	Financial Modeling with Excel	1,5
2	Fixed income analysis	4
1	French course (for visiting students only)	5
2	French course (for visiting students only)	5
1	Fundamentals of Corporate Law	1,5
1	Information Systems and Management Control	4
1	Intercultural Seminar	1
2	International Accounting	4
1	International Accounting	5
2	International Corporate Finance & Governance	4
1	International Economics	2,5
2	International Finance	4

1	Introduction to Derivatives	4
2	Introduction to Excel & VBA programming	2,5
1	Introduction to Fixed Income	4
2	LBO & Private Equity	4
2	Management control Systems : human resources planning and control	2,5
2	Marketing of Financial Services	2,5
1	MATLAB	1,5
2	Mergers and Acquisitions, Financial Distress & Restructuring	4
1	Money and Capital markets	1
2	Operation Management	2
1	Options, futures and other derivatives	4
1	Organisational Controls	4
2	Portfolio management	4
1	Principles of business Taxation	2
2	Process Management & Benchmarking	2
2	Project Finance	3
2	Project Management	3,5
1	Quantitative Methods in Finance	4
1	Real options	2
2	Researching France (For visiting students only )	7
1	SAP	1,5
1	Socio-cultural France (for visiting students only)	3
1	Statistics & Financial Econometrics Part I	2,5
2	Strategic Management	4
2	Structured Finance	3
2	Treasury Risk Management	2
2	Valuation	2,5
1	Valuation	2
1	Values, Cooperation and Trust (only for incoming)	7

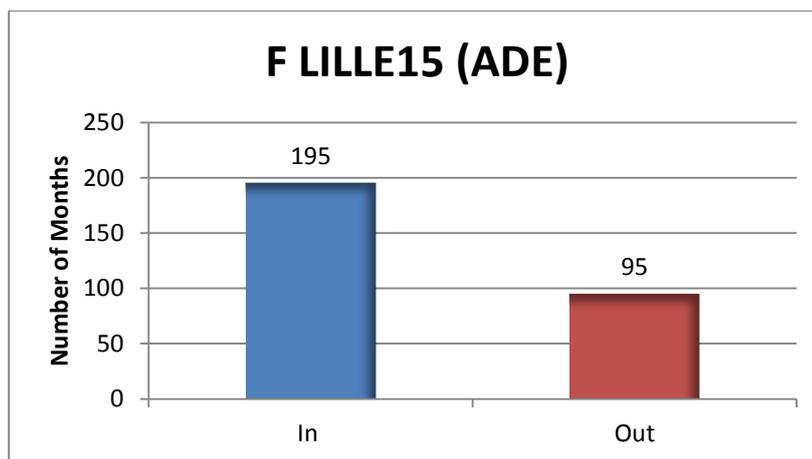
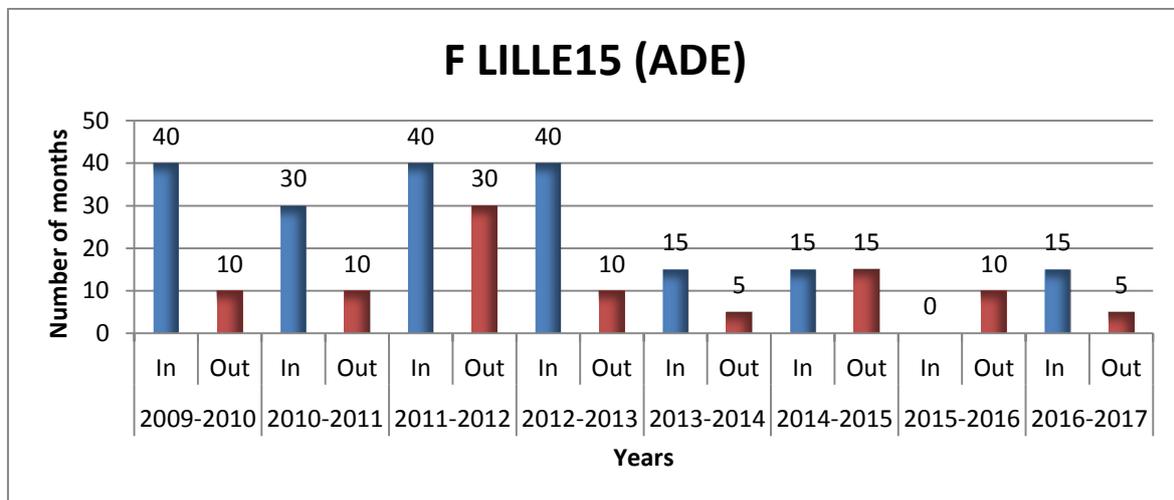
# ECOLE DES HAUTES ETUDES COMMERCIALES DU NORD



- a) University code: **F LILLE15**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: Students who have obtained more than 180 ECTS but did not get their Bachelor degree may have access to Master level 1 courses. Msc programmes are only open to students who have completed their Bachelor degree.
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**

j) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

k) List of courses in French: **Lille Campus – Pre Master programme**

Term	Title	ECTS
1	Microeconomics for Business	4
1	Data, analysis and decision (DAD)	4
1	Macroeconomics for Business 1	3
1	General compatibility	4
1	Fundamental principles of business law and law	4
1	Consumption Issues	3
1	Software for business	2
1	Benchmarks to decide	1
1	Socio-cultural France	7
1	ERASMUS - FLEX	5
2	Market analysis	2
2	Industrial economy	2
2	Organizational behavior	3.5
2	Corporate Finance and Capital Markets	2
2	Macroeconomics for Business	2
2	Behavioral Economics	2
2	Big data, analysis and decision (big DAD)	2
2	Applied Taxation	3.5
2	Business Game: Techpool	1
2	Cultures and Economies	1
2	Economic ethics	1
2	Negotiation	1
2	Team management	1
2	Family Business	8
2	ERASMUS - FLEX	5

l) List of courses in English: **Lille Campus- Master Level 1** (aimed at upper undergraduate students)

Term	Title	ECTS
1	Strategic management: principles and practice	4
1	Financial Statement Analysis	4
1	Corporate Finance	4
1	Marketing Management	4
1	Managing Human Capital	4
1	Business game: capstone global business simulation	4
1	Pitch academy seminar	2
1	Elective 1	2
1	Socio- Cultural France	7
1	French as a Second Language	5
2	Governance & Responsibility of business Enterprise	2
2	Big data and business analytics	4
2	Cost accounting & management control	4
2	Information systems	4
2	Operations Management	2

2	Legal environment & business decision making	4
2	Business development and innovation	2
2	Project Management	2
2	Elective 1	2
2	Elective 3	2
2	Family business	8
2	French as a Second Language	5

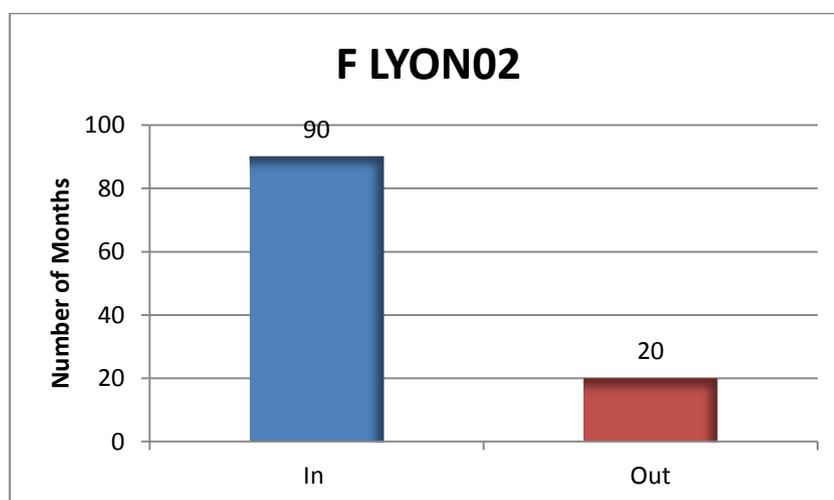
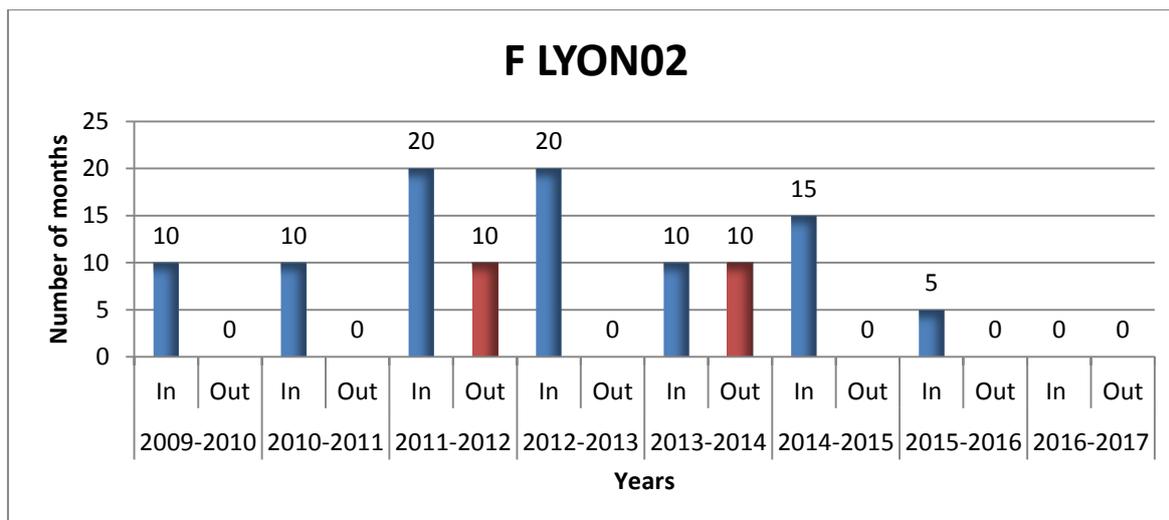
m) List of courses in English: **Nice Campus- Master Level 1** (aimed at upper undergraduate students)

Term	Title	ECTS
1	Take ownership of your academic environment	0
1	Preparing yourself for learning with cases	0
1	Financial Institutions and Markets	2
1	Corporate Finance & Asset Markets	4.5
1	Statistics and Financial Econometrics Part I	2.5
1	Cost Accounting & Management Control	4
1	Financial Analysis & Reporting	4.5
1	Introduction to Fixed Income	4
1	Introduction to Derivatives	4
1	International Economics	2.5
1	French course (for visiting students only)	5
1	Socio- cultural France (for visiting students only)	7
2	Introduction to Excel & VBA programming	2.5
2	Developing Managerial Skills (For a successful GAP year)	2.5
2	Marketing of Financial Services	2.5
2	Valuation	2.5
2	Analysis of Risk & Performance	4
2	International Corporate Finance & Governance	4
2	Strategic management	4
2	French course (for visiting students only)	5
2	Reseraching France (for visiting students only)	7

- a) University code: **F LYON02**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, (but only Master 1 courses)
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**, (but only a few)
- j) Language requirements:

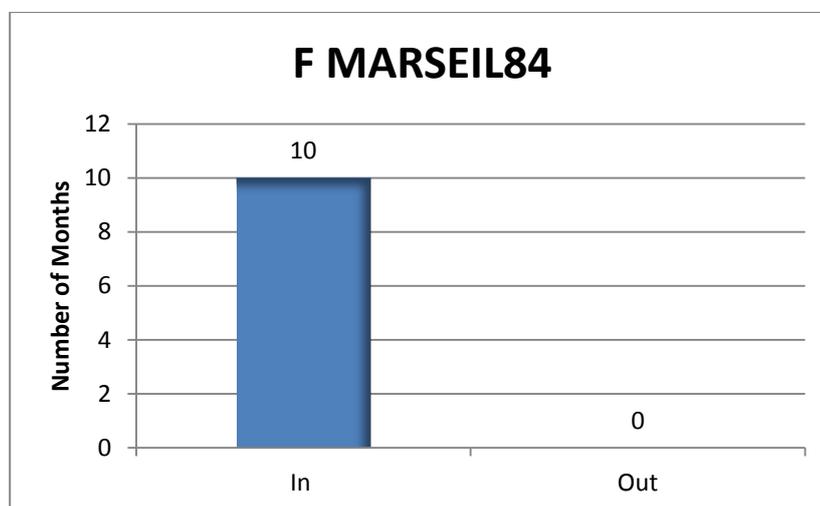
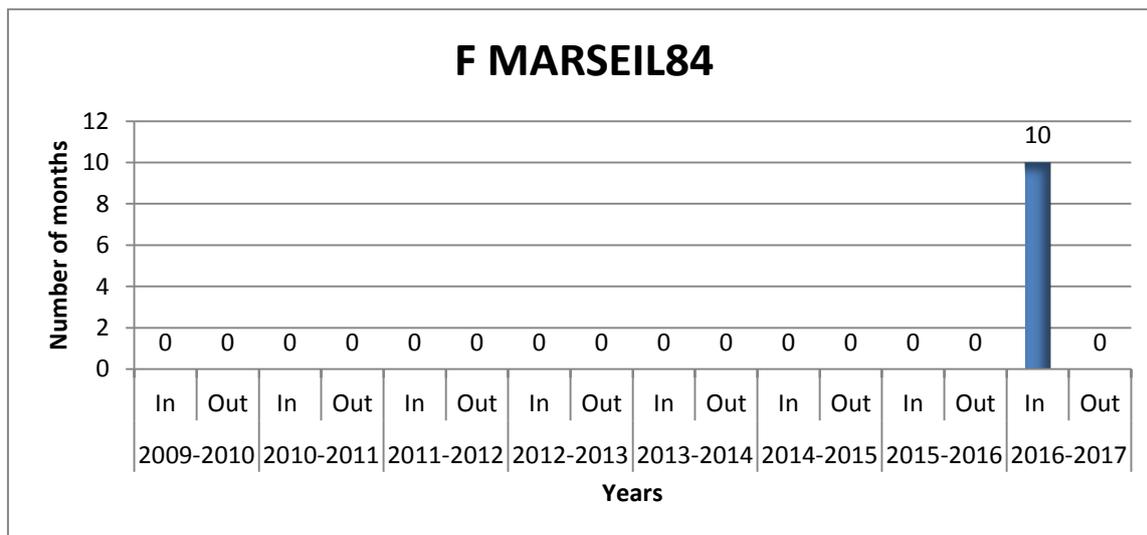
Language	Status	CEFRL
French	Recommended	B1 or B2

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
2	A Introduction to Microeconomics	6
1	A Macroeconomics Monetary	5
2	Financial analysis	5
1	Cost accounting	5
2	General compatibility	6
2	Financial diagnosis	5
1	Strategic diagnosis	5
2	Econometrics	5
2	Economics And Management Of Organizations	5
2	European Economy	5
2	International economy	5
2	Business	5
2	Social and solidarity economy	5
Each Term	Business	5
2	European Economy	5
1	Investor Relations	5
2	Public Law Foundation	6
1	Business management	6
2	History of Economic Analysis	5
1	Economic History	5
1	National Accounts	5
1	Financial Intermediation	5
1	Introduction to Macroeconomics	6
1	Introduction to Law	6
Each Term	Languages	6
1	Dynamic Macroeconomics	5
2	Macroeconomics Open	5
2	Human resources management	5
1	Information system management	5
2	Markets And Competition	5
2	Operational Marketing	5
1	Strategic marketing	5
1	Mathematics for Economics and Management	6
1	Mathematics for Economics and Management (2)	5
1	Mathematics for Quantitative Economics	5
Each Term	Methodology	6
2	Statistics and Probabilities	5
2	Descriptive statistics	6
1	Inferential Statistics	5
2	Strategies And Corporate History	5

l) List of courses in French: **Level- Master: Not provided yet**

- a) University code: **F MARSEIL84**
- b) Study field: **Master in Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **411<sup>th</sup>-420<sup>th</sup>**
- e) Language requirements (from agreement): English programme (MECO)
- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



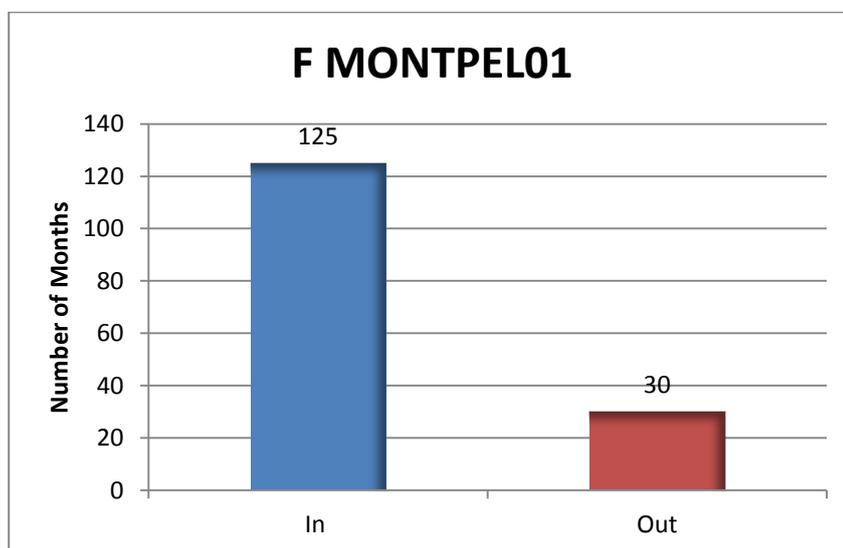
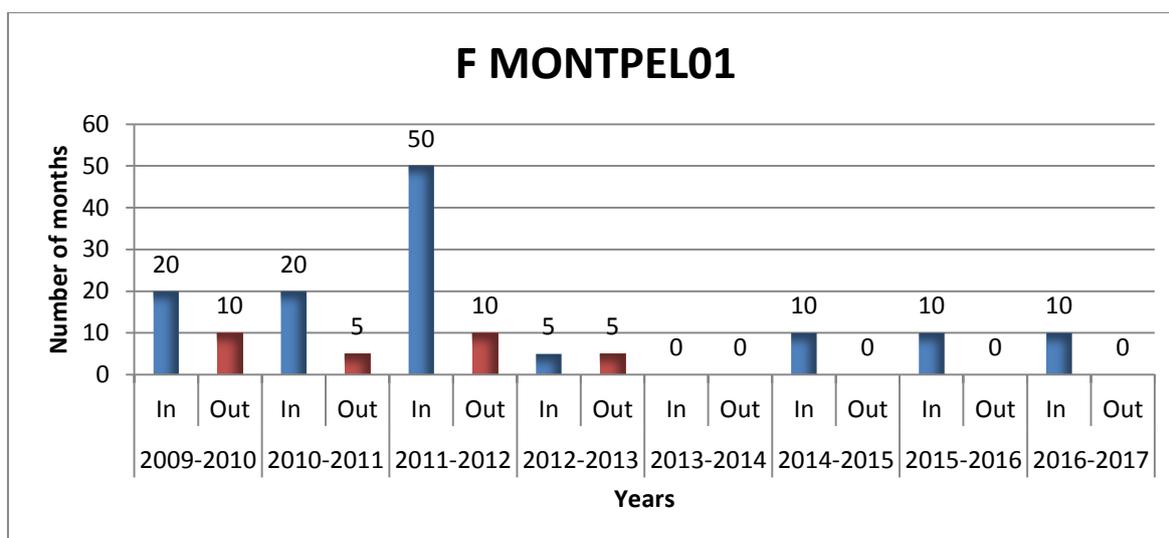
Course offer in French: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in French: **Not provided yet** / List of courses in English: **Not provided yet** /



- a) University code: **F MONTPELO1**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **327<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Language requirements:

Language	Status	CEFRL
French	Mandatory	B1

j) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Business Economics	6
1	History of economic facts	6
1	Mathematics 1	6
1	Law	4
1	Principles of economy	4
1	Political sociology	4
Each Term	English	3
Each Term	Spanish	3
2	Statistics 1	6
2	Mathematics 2	6
2	Macroeconomics 1	6
2	Microeconomics 1	6
2	General compatibility	6
2	Problems Eco. History	4
1	Macroeconomics 2	6
1	Microeconomics 2	6
1	Statistics 2	6
1	Mathematics 3	6
1	Socio-eco. Organizations	6
1	Computing	2
2	Macroeconomics 3	6
2	Microeconomics 3	6
2	Statistics 3	6
2	Companies and Markets	6
2	Computing	4
2	Business Law	4
2	Demography	4
2	German	3
2	Economic geography	4
2	Pre-prof. To the profession of teacher	4
1	Dynamic Macroeconomics	6
1	Introduction to Econometrics	6
1	Financial analysis	6
1	History of economic thought	4
1	Industrial organization	4
1	Theory of games	6
1	Private economic calculation	6
1	Economy of work	4
1	In-depth contemporary economic problems	4
1	Insurance techniques	6
1	Theory of Organizations	4
1	Optimization	4
1	Applied Microeconomics	4
1	Cost accounting	4
2	Database	6
2	Data analysis	6
2	public finance	4
2	Economic and social policy	4

2	International economy	4
2	Personal Project (PPE)	4
2	Forecasting Methods	6
2	Surveys	6
2	Industrial economy	4
2	Project development	4
2	Territorial Public Policy	4
2	Economy Human Resources	6
2	Operational research	6
2	Econometrics	6
2	Introduction to eco. of the environment	4
2	International Finance	4

k) List of courses in French: **Level- Master**

Term	Title	ECTS
<b>Economics and Public Management</b>		
Each Term	English	3
1	Microeconomics	6
1	Macroeconomics	6
1	Econometrics	6
1	Economic Analysis of Projects	6
1	Theory Of Games	6
Each Term	German	3
Each Term	Spanish	3
1	Dynamic Optimization	4
1	International trade	4
1	Regional and Urban Economy	4
1	Health	4
2	Development economy	4
2	Individual Research Project	6
2	Business	6
2	Experimental and Behavioral Economics	6
2	Inegalities And Redistribution	4
2	Information Economy	4
2	Economy of Taxation	4
2	Environmental Economics	4
2	Information Economy	4
2	Financial management	4
2	Economics of Institutions	4
<b>Industrial and Network Economics</b>		
Each Term	English	3
1	Microeconomics	6
1	Macroeconomics	6
1	Econometrics	6
1	Industrial Organization	6
1	Theory Of Games	6
Each Term	German	3
Each Term	Spanish	3
1	Dynamic Optimization	4
1	International trade	4

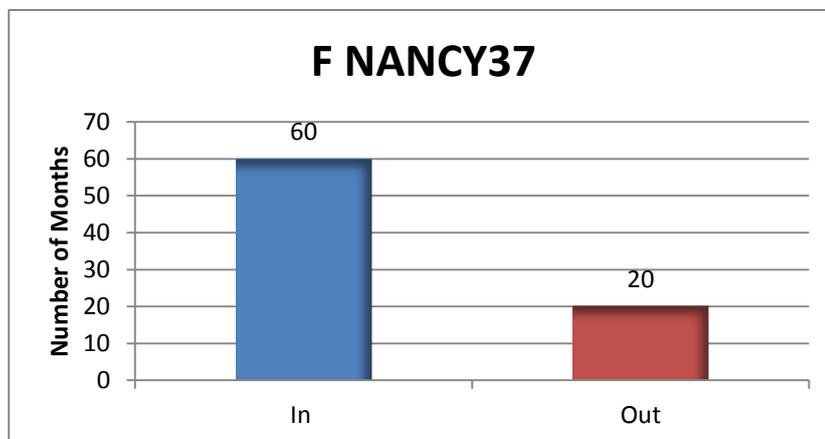
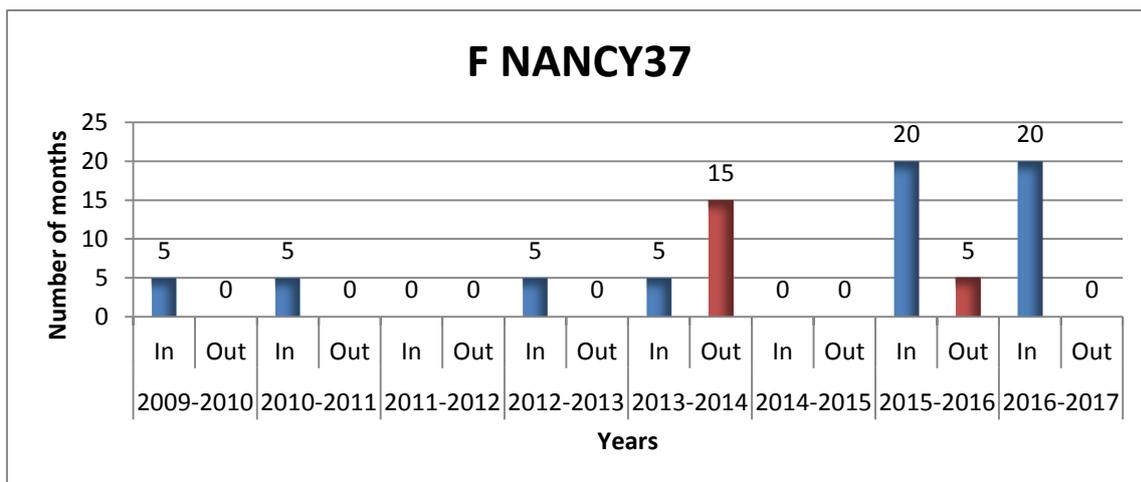
1	Warehouse	4
1	Health	4
2	Theory Of Growth	4
2	Individual Research Project	6
2	Business	6
2	Regulating Energy and Numerical Networks	6
2	Digital Economy	4
2	Economics of Intellectual Property	4
2	Economy of Energy	4
2	Econometrics of the Qualitative Variables	4
2	Environmental Economics	4
2	Digital Economy	4
2	Introduction to Sas	4
<b>Currency, Bank, Finance, Insurance</b>		
Each Term	English	3
1	Microeconomics	6
1	Macroeconomics	6
1	Econometrics	6
1	Algorithmic and programming	6
1	Prediction Methods	6
Each Term	German	3
Each Term	Spanish	3
1	Dynamic Optimization	4
1	International trade	4
1	Data storage	4
1	International Finance	4
2	Theories Of Growth	4
2	Individual Research Project	6
2	Econometrics Random Processes	6
2	Business Finance	6
2	Introduction to Stochastic Calculus	4
2	Eco. From Bank And Banking Regulation	4
2	Financial mathematics	4
2	Introduction to Sas	4
2	Probabilistic Methods	4
2	Econometrics of the Qualitative Variables	4
2	Probabilistic Methods	4
2	Actuarial Techniques	4
2	Financial management	4
<b>Economics of the Environment, Energy and Transport</b>		
Each Term	English	3
1	Microeconomics	6
1	Macroeconomics	6
1	Econometrics	6
1	Industrial Organization	6
1	Theory Of Games	6
Each Term	German	3
Each Term	Spanish	3
1	Dynamic Optimization	4
1	International trade	4

1	Regional and Urban Economy	4
1	Agricultural Productivity System	4
2	Development economy	4
2	Individual Research Project	6
2	Business	6
2	Economy of the Environment of the Energy and Transport	6
2	Economy of Energy	4
2	Analysis of Energy Markets	4
2	Economics of Innovation	4
2	Economics of Qualitative Variables	4
2	Economy of Transport	4
2	Econometrics of the Qualitative Variables	4
2	Economy of Energy	4
2	Introduction to Sas	4
2	Environmental Economics	4
2	Agricultural Economics	4
2	Agricultural Policy	4

- a) University code: **F NANCY37**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes** (The requirements: IPM 2: Minimum 3 years of completed studies, MSc in International Business Development 1st year: Minimum 3 years of completed studies, MSc in International Business Development 2nd year: Minimum 4 years of completed studies, MSc in in Design and Luxury Management 1st year: Minimum 3 years of completed studies, MSc in in Design and Luxury Management 2nd year: Minimum 4 years of completed studies)
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Mandatory	B2	TOEFL: 80 or IELTS: 6,5 or TOEIC: 750 or Certificate of Cambridge level C
French	Mandatory	B2	French B2 Level (CERF scale)

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Strategic Analysis Tools	2
1	Management Control	2
1	Criminal risk management in the company	2
1	Marketing strategy and planning	2
1	Financial management	2
1	Innovation and Entrepreneurship	1
1	Management of men and HRM	2
1	Corporate Social Responsibility	2
1	International Marketing	2
1	Marketing negotiations	2
1	Web Marketing	2
1	English	2
1	Other language LV2 German / LV2 Spanish	2
1	2nd year sales / marketing internship	5
2	Commercial communication domain/ Banking and Insurance/ International Business	10
2	English specific banking and insurance/ English specific field international business/	4
2	English	1
2	Other language LV2 German / LV2 Spanish	1
2	Sales contest	1
2	Cross cultural creativity in business week	2
2	Seminar assessment	1
2	Training course of professionalization of 3rd year	6

l) List of courses in French: **Level- Master**

Term	Title	ECTS
1	IS Management	2
1	Business environment	2
1	Data Analysis	4
1	Organisational behaviour	2
1	Intercultural communication	2
1	Management accounting (Management control)	2
1	Strategic Marketing	2
1	Investment and financing decisions	2
1	Cost accounting	2
1	Professional skills	1
Each Term	Economic Intelligence and Decision Making	5
Each Term	IRE / DSCG	5
Each Term	The Bank of the Future	5
Each Term	The Creative Manager	5
Each Term	The new business models of entrepreneurship	5
Each Term	The increased human	5
Each Term	Living consulting	5
Each Term	Management of Innovative SI	5
Each Term	Brand marketing & business innovation	5
Each Term	Doctors and Managers 2014-2017	5
Each Term	Financial Modelling	5
1	Smart economies	5
1	City Slice	5
1	ABCDWeb	5
1	Cindynics: Danger Science	5
1	CIP: Conception, Innovation, Production	5
1	Cube	5
1	Territorial Dynamics	5
1	Business	5
1	Environment and Sustainable Development	5
1	We are the robots	5
1	Care	5
1	Movie theatre	5
1	Collection	5
1	D.I.Y. - Paisley Park	5
1	The exhibition that sticks to the fridge!	5

1	Reading (s), shape (s) of reading - Paisley Park	5
Each Term	LV2 - Spanish	2
Each Term	LV2 - German	2
Each Term	LV2 - Italian	2
Each Term	LV2 - Russian	2
Each Term	LV3 - German	2
Each Term	LV3 - Chinese	2
Each Term	LV3 - Spanish	2
Each Term	LV3 - French	2
Each Term	LV3 - Italian	2
Each Term	LV3 - Russian	2
2	Strategic Analysis	2
2	Risk & Company Valuation	2
2	Industrial & Services Marketing	2
2	Intercultural Management	1
2	Organisational Design	2
2	Smart savings	5
2	Financial evaluation and diagnosis	4
2	Business Plan and Treasury Management	4
2	Annual and consolidated financial statements	4
2	Operational management control	4
2	Strategic management control	4
2	Legal environment, logistics and panels	4
2	Distribution Networks and Brand Marketing	4
2	Category Management & Trade Marketing	4
2	Market research	4
2	Management of the Offer	4
2	Product Design & Packaging	4

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Human resource management	2
1	Intercultural management	2
1	Change management and project management	2
1	French Economy	2
1	The European Union and the European Institutions	2
1	International Law	2
1	Marketing management	2
1	Marketing and E-business	2
1	Global logistics and transportation	2
1	Innovation management and entrepreneurship	2
1	Corporate Strategy	2
1	Cycle of conferences 1	2
1	Research methodology (Bachelor thesis)	1
1	French language course 1	2
1	French culture and French Civilization 1	3
1	Second Year internship report	5
2	International Negotiation	2
2	Cross cultural creativity in business week	2
2	Seminar: Managers as creative thinkers (optional)	2
2	Knowledge management	2
2	New global geopolitical challenges	2
2	Doing business with European countries and people	2
2	Corporate Finance	2
2	International Finance	2
2	Management control	2
2	International Marketing	2

2	Marketing Business game	2
2	Corporate communication	2
2	Cycle of conferences 2	2
2	French language course 2 (optional )	2
2	French culture and French civilization 2	2
2	Cultural, commercial, Economic approach of a European country	4

n) List of courses in English: **Level –Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	IS Management	2
1	Business environment	2
1	Data Analysis	4
1	Organisational behaviour	2
1	Intercultural communication	2
1	Management accounting (Management control)	2
1	Strategic Marketing	2
1	Investment and financing decisions	2
1	Cost accounting	2
1	Professional skills	1
1	Professional communication	1
1	French society and culture	5
1	Anglo-Saxon project management	5
1	Smart economies	5
1	Family business	5
2	Strategic Analysis	2
2	Risk & Company Valuation	2
2	Industrial & Services Marketing	2
2	Intercultural Management	1
2	Organisational Design	2
2	Professional communication	1
2	French society and culture	1
2	Anglo-Saxon project management	5
2	OBP : Organisational best practices	5
2	Smart economies	5
2	Asset & Fund Management	4
2	International Banking	4
2	Valuation of Financial Products	4
2	Principles & Practices of Groups Accounts	4
2	Audit & Governance	4
2	Public Accounting & Internal Auditing	4
2	Communication Management	4
2	E-Commerce & M-Marketing	4
2	Digital Marketing & Social Media	4
2	Talent Management	4
2	HR Administration & Labour Law	4
2	Theory of Organisations	4
2	Management of Intellectual Property Rights	4
2	Monitoring Functionnal Aspects : Marketing & Production	4
2	Innovation Project Management	4
2	Managing Creativity & Sustainability	4
2	Arts & Entertainment Management	4
2	Media Production Management	4

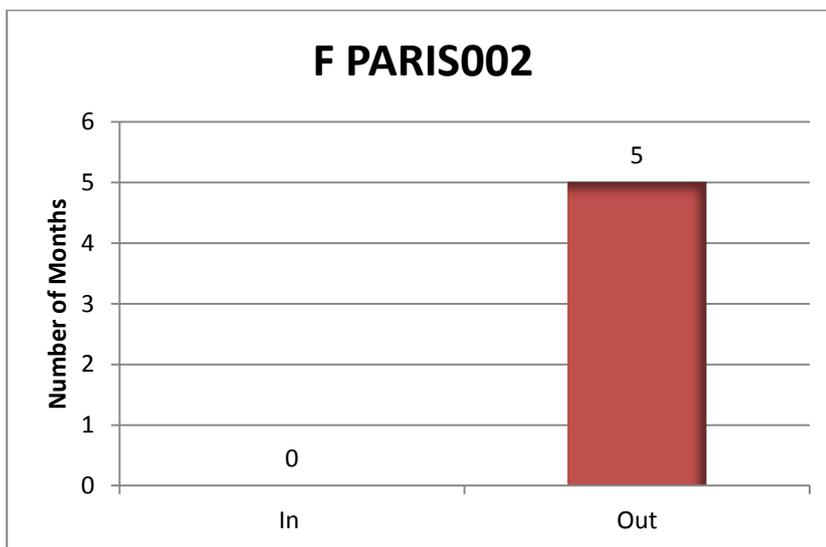
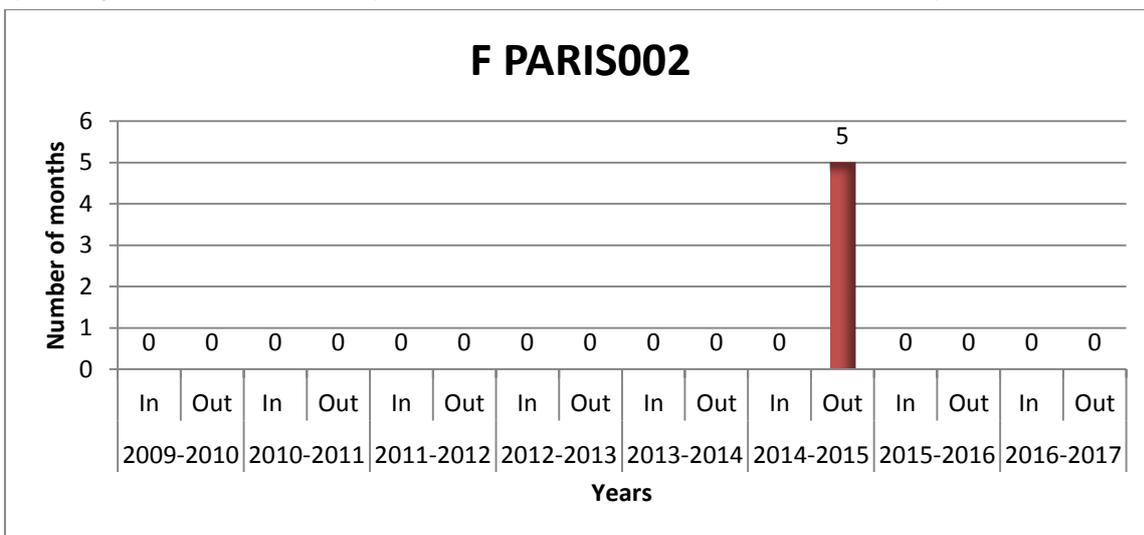
# UNIVERSITÉ PANTHEON- ASSAS PARIS II



- a) University code: **F PARIS002**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **601<sup>st</sup> -650<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, (only Master 1 courses)
- h) Course offer in French: **Yes**
- i) Language requirements:

Language	Status	CEFR
French	Recommended	B2

j) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Microeconomic analysis	4
1	Foundations of Computing	2
1	Macro-economy 1	4
1	Organizational management	4
1	Mathematics 1	2
1	Statistics 1	2
1	National Accounts	3
1	European Economy	4
1	Fundamentals of Management	4
1	Mathematics 3	2
1	Micro-economy (market forms)	4
1	Currency and Finance	4
1	Statistics 3	2
1	Bank	4
1	EA Econometrics	4
1	Economics of uncertainty and information	4
1	Geopolitics of the world economy	4
1	History of economic thought	4
1	Macro-open economy	4
1	Industrial and logistics management	3
1	International Management	4
1	Financial markets	4
1	Mathematics 5	3
1	Statistics 5	3
1	Theory of contracts	4
1	Theory of games and strategy of the company	4
2	General compatibility	4
2	History of economic facts	4
2	Introduction to economic law	4
2	Macro-economy 2	4
2	Mathematics 2	2
2	Statistics 2	2
2	Cost accounting	4
2	Business Law	4
2	International economy	4
2	Business	4
2	Computer science: advanced tools and databases	2
2	Macro-monetary economics	4
2	Mathematics 4	2
2	Statistics 4	2
2	Data analysis	4
2	Advanced Analytical Accounting	4
2	Growth and cycles	4
2	Econometrics	4
2	Applied econometrics	4
2	Industrial economy	4
2	International monetary and financial economy	4
2	Business Finance	4
2	Computer science: algorithm and introduction to programming	2
2	Computer science: algorithms and programming of numerical models	2
2	Computer science: VBA programming	2
2	Theory of uncooperative games	4
2	International Trade Theory	4

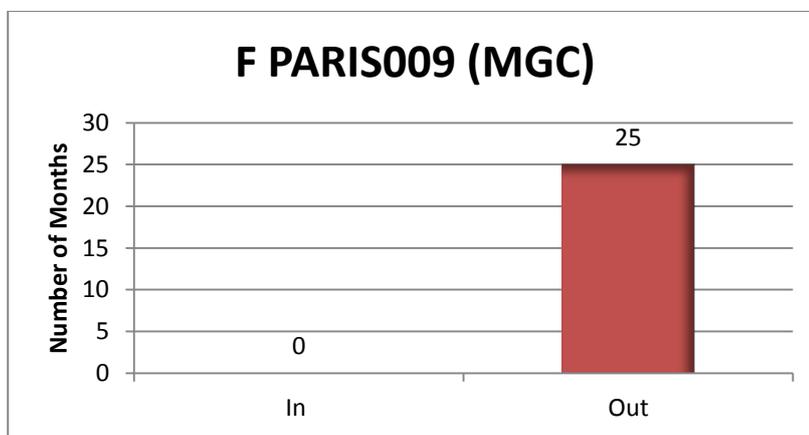
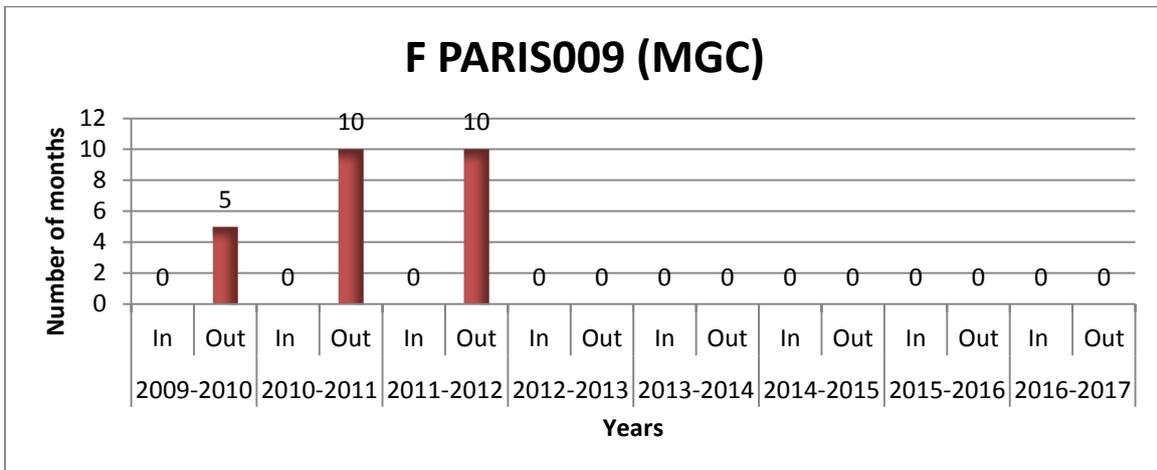
k) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Optimal control	3
1	Law and Dispute Resolution	4
1	Investment decisions of the company	4
1	Applied Econometrics	4
1	Financial market econometrics	4
1	Economy and populations	4
1	Industrial economy	4
1	International industrial economics	4
1	Management Economics	4
1	Enhanced monetary economy	4
1	financial market	4
1	Cultural Foundations of Economies	3
1	Social management	4
1	Business Intelligence	4
1	Company Information	2
1	Macro-International Finance	4
1	Marketing	4
1	Applied Mathematics	3
1	International methodology	3
1	Time series	4
1	Company Strategy	4
1	Decision Theory: Risk and Uncertainty	2
1	Theory of international institutions	4
1	Applied Game Theory	3
2	Data analysis for the company	3
2	Economic Analysis of the State	4
2	Financial analysis	4
2	International public choice	3
2	Company communication	4
2	Accounting and Auditing	4
2	Competition and Regulatory Law	4
2	Fiscal law	4
2	Banking Economics	2
2	Economy of global security	4
2	Economy of Insurance	2
2	Economy of the organization of the company	4
2	Economics of Human Resources and the Labor Market	4
2	Internet and network economics	3
2	Experimental economics	2
2	Industrial economy	4
2	European Political Economy	4
2	Business	4
2	European Company	4
2	International Economic Environment	3
2	Valuation of financial assets	4
2	Behavioral Finance	2
2	Project management and logistics	4
2	VBA Computers	3
2	Introduction to Management Research	4
2	Marketing	4
2	Forecasting in macroeconomics and finance	4
2	Decision Theory: Ambiguity	2
2	Theory of cooperative games	4
2	Theory and management of portfolios	4

- a) University code: **F PARIS009**
- b) Study field: **Other Business Studies (Master in Cultural Management)**
- c) Number of spots: **0,5**
- d) QS World University rankings: **356<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in French: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested	If courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	For non-native French speakers, a minimum level of B2 (DELF, TCF, letter from an academic official or equivalent) is expected to follow courses in French.	Both
French	Mandatory	B2	For non-native English speakers, a minimum level of B2 (TOEFL IBT 80, IELTS 6.5, Cambridge CAE, letter from an academic official or equivalent) is expected for courses in English.	Both

j) List of courses in French: **Level- Master**

Term	Title	ECTS
<b>M1 International Management in Initial Training</b>		
1	Theories and practices of organizations	4
1	Human Resource Management	4
1	Careers	2
1	Financial diagnosis	2
1	English: Business English	2
1	Alliances, partnerships, business-to-business cooperation and mergers and acquisitions	4
1	International Strategic Management	2
1	strategic management	4
1	Strategic Management	4
Each term	Germanic Language and Civilization	2
Each term	Hispanic Language and Civilization	2
1	Recruitment of businesses: trends and nature	2
1	Health economics	2
1	Public power and economy, the example of the cultural sector	4
1	Social Negotiation: A Comparative Approach	2
1	Stakes of the digital society	2
1	Sociology of intervention	2
1	Entrepreneurship and innovative projects	2
1	Social responsibility of the business	2
Each term	Sport	2
2	Collective labor law and relations	4
2	Organizational behavior	4
2	Information System	4
2	English: Business English	2
2	Project management	2
2	Careers	0
2	Making strategy in the digital era	4
2	Innovative projects and change	2
2	Internship report	2
2	Memory	4
2	The business world in art	2
2	Glob'strat	2
2	Glob'strat in English	2
2	Corporate Responsibility and Sustainable Development	2
2	Information retrieval techniques	2
Each term	Careers	0
1	HR Policy	4
2	Management and audit of working and employment conditions	4
2	Remuneration	2
2	Strategy in practice	2
2	Public power and economy, the example of the cultural sector	4
2	Analysis and sociology of cultural policies and practices	2
<b>M1 International Management in Apprenticeship</b>		
1	Business Game	2
1	Human Resource Management	4

1	Labor law	4
1	Financial analysis	2
1	strategic management	4
1	Organizational Behavior 1	4
1	HR Policy	4
1	International Strategic Management	2
2	Compensation Policy	2
2	Business English & Management 2	2
2	Making strategy in the digital age	4
2	Information system management	4
2	Introduction to the Board	2
2	Organizational behavior	4
2	International project	2
2	Tutoring	0
2	Learning Booklet	4
2	Professional project coaching	0
2	Memory	4
<b>M2 Business transformation - MEM (277)</b>		
1	International Policies	3
1	Information system management	3
1	Corporate Social Responsibility and Strategy	3
1	intercultural management	3
1	Management of innovation 1	3
Each Term	English	3
1	International law	3
1	Methodology of the master's thesis	0
1	International Policies	3
1	Information system management	3
1	Corporate Social Responsibility and Strategy	3
1	intercultural management	3
1	Management of innovation 1	3
2	Master memory	4
2	Team Leadership and Leadership	3
2	Organizational Diagnosis and Change Management	3
2	Transforming organization 2	3
2	Rethinking Business Models	3
2	Professional Conferences	1
2	Work experience	5
2	Master memory	4
2	Challenge Transformation	5
2	Methodology of the master's thesis	0
<b>M2 course Management of cultural organizations (234)</b>		
1	From economy to culture management	6
1	Law of Culture	6
1	Cultural Marketing	3
1	Taxation of cultural activities	3
1	Management of contracts in culture	3
1	Social management and human resources	3
1	Methodological workshops	3
1	Upgrade Module: Accounting, Management and Public Law	3

2	Management of cultural productions	4
2	Public authorities and culture	4
2	News	2
2	Research paper	7
2	Art, Heritage and Cultural Tourism Market	2
2	The live show	2
2	Audiovisual productions and policies	2
2	International Cultural Exchanges	2
2	Cultural and digital industries	2
<b>M2 course Global management in apprenticeship (263)</b>		
1	Merchandising and customer relations	3
1	Spanish	4
1	Financial Markets	2
1	Control and Audit Risks	2
1	Strategic Seminar	4
1	Fundamental Morality	1
1	Mergers and acquisitions	2
1	History and political stakes of the contemporary world	2
1	Comparative International Business Law	4
1	Training in research	6
2	Media and new uses	2
2	Entrepreneurship Seminar	1
2	Project Management Training	2
2	Management	2
2	Negotiation	4
2	Information system	2
2	Skills Booklet	4
2	Training in research	5

k) List of courses in English: **Level- Master**

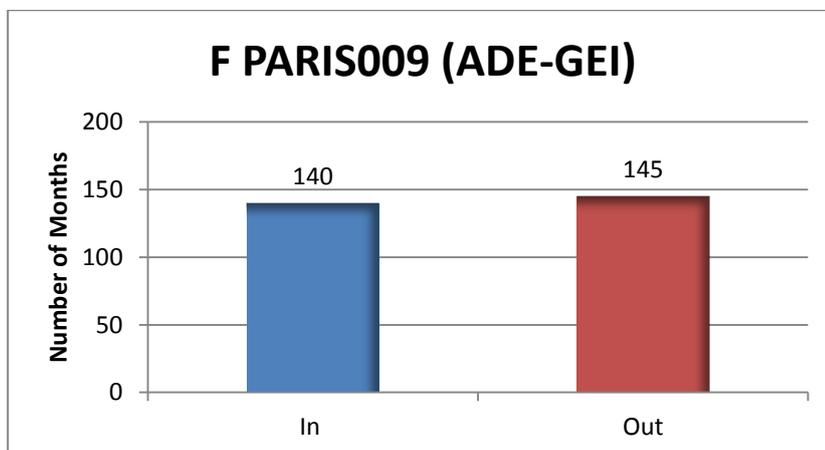
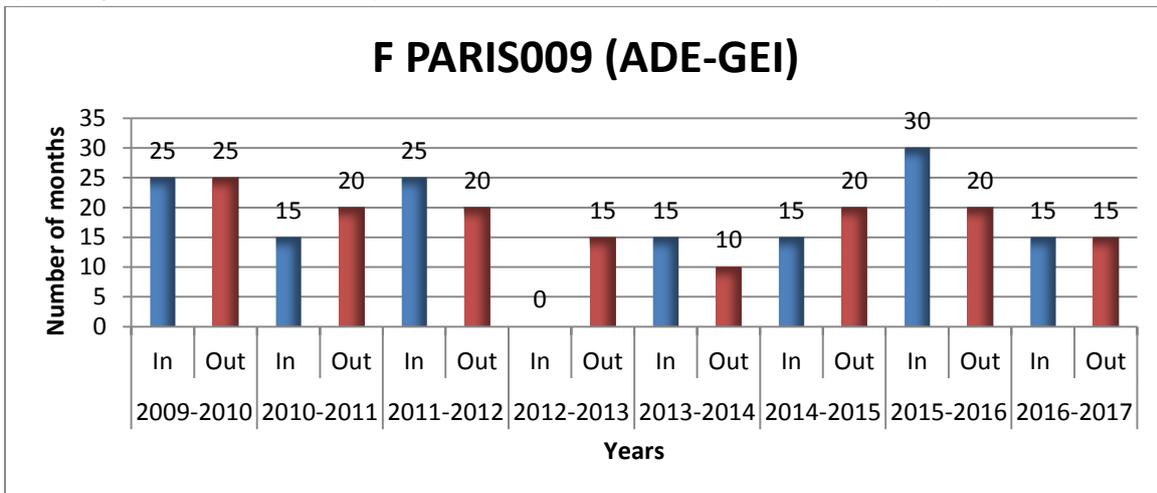
Term	Title	ECTS
1	Project Management	5
1	IS and E-Commerce	5
1	International Corporate Finance	2
1	Project Management Accounting	2
1	Culture et management	2
1	International Brand Management	2
1	Strategy & Business Models	6
1	Lean Management	2
1	Digital Marketing	2
1	Intercultural negotiation	2
2	Change Management	2
2	Field Trip : Doing Business in Asia	4
2	Organizational Behavior & Ethics	2
2	Innovation Methods	2
2	Cross Cutting Projects	8
2	Consulting Methods	2
2	International Law	2
2	Organization Theory	2
1	Business English & Management 1	4

Each Term	Project Management Methodologies	3
1	Business Process Modeling and Methodologies	3
1	Entreprise 2.0	3
1	Customer Relationship Management	3
2	Management international	3
Each term	Transforming Organization 1	3
2	Consulting Methods	3
2	International Marketing	4
2	Corporate Finance	2
1	Bonds markets	3
1	Business 2.0	4,5
1	Customer relationship management	4,5
1	Derivative markets	8,25
1	Employment law	3
1	Financial statements analysis	8,25
1	History of economic thought	6
1	International business law	4,5
1	International finance	8,25
1	International management	4,5
1	Investments and financial markets	8,25
1	Management of information systems	4,5
1	Marketing and society	6
1	Pop Art Trotignon	6
1	Private equity	3,75
1	Project management methodologies	4,5
1	Risk, investment and insurance analysis S1	6
1	Services marketing	3
1	Society and politics	6
1	Strategic management	6
1	Global Strategy	3
2	Bayesian non parametric statistics	4,5
2	Behavioral finance - 1	3,75
2	Behavioral finance - 2	6
2	Collective decision making	6
2	Corporate finance S2	8,25
2	Corporate social responsibility	6
2	Employment law	3
2	Financial crisis	6
2	Financial regulation	3,75
2	Globalization strategies of firms	6
2	International consumer behaviour	6
2	Investments and financial markets	8,25
2	Management information systems	6
2	Pop Art	6
2	Risk analysis and economic management	3
2	Social and Business networks	6
2	Global strategy (S2)	3

- a) University code: **F PARIS009**
- b) Study field: **Business**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **356<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes** / Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested	If courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	For non-native French speakers, a minimum level of B2 (DELFL, TCF, letter from an academic official or equivalent) is expected to follow courses in French.	Both
French	Mandatory	B2	For non-native English speakers, a minimum level of B2 (TOEFL IBT 80, IELTS 6.5, Cambridge CAE, letter from an academic official or equivalent) is expected for courses in English.	Both

j) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Management Control	6
1	Choice of investment and financing of the company	4,5
2	business Finance	7,5
2	Financial management	6
1	History of the company and the management	3
1	Basic marketing	6
2	Financial analysis	6
2	Management accounting	6
2	Fair trade and alternative businesses	6
2	History of the company and the management	3
1	Business organization	6
2	Fundamental Marketing	7,5

k) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Actuarial 1-introduction	6
1	Computer science and management control	7,5
1	The strategic approach to management control	7,5
1	Planning, budgets, dashboards and reporting	7,5
2	Asset Allocations	6
2	Audit	7,5
2	Accounting III: accounting information for groups in ifrs	6
2	Management Control	6
2	Production management and scheduling	6
2	Management control in a specific environment or situation	7,5
2	The information system in management control	7,5
1	Financial analysis 1	4,5
1	Financial analysis and financial engineering	7,5
1	Financial diagnosis of companies	6
1	Long-term finance	7,5
1	Contemporary Financial Intermediation	6
1	Financial Policy	6
1	Fundamentals of Finance	6
2	Financial analysis 2	4,5
2	Business Finance	7,5
2	Cash management	3
1	Distribution and customer relations	7,5
1	Production and flow management	6
1	Cash management	6
1	Derivatives and risk management	6
2	Measuring and managing credit risk	3
1	Organizational Behavior 1: Theories and Practices of Organizations	7,5
1	Training in documentary methodology	3
1	Human Resource Management	7,5
1	Strategy, competition and ntic	7,5
2	Business intelligence, knowledge management and data mining (beginning first week of january)	3
1	Consumer's behavior	7,5

1	Marketing Studies and Research	7,5
1	Marketing	6
1	Marketing	4,5
1	Product Policy	7,5
2	Advertising Communication	7,5
2	International Marketing	7,5
2	Strategic marketing	7,5
2	Sales promotion and direct marketing	7,5

l) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	An introduction to game theory	6
1	Common law and law of torts	3
1	Company culture	6
1	Cross-cultural Management - S1	6
1	Current issues in sociology	6
1	Development economics	3
1	Energy and climate change economics	6
1	Europe today's challenge	6
1	Financial Markets and Development	3
1	Growth theory	3
1	Human Resources Management- IO	6
1	Human resource management - LSO	4,5
1	International business ethics	6
1	Labour law	4,5
1	Leadership	6
1	Management control management control 2	6
1	Marketing applied to the luxury sector	6
1	Principles of marketing management	6
1	Public economics	4,5
1	Corporate social responsibility	6
1	Scientific management and support for decision making	6
1	Introduction to micro-economics	3
2	Accounting 2 advanced accounting	6
2	Anglo American contracts	3
2	Company culture	6
2	Comparative business law	3
2	Corporate finance	9
2	Cross-cultural Management	6
2	Current issues in sociology	6
2	Economic aspect of globalisation	4,5
2	Economic law	4,5
2	Energy and Climate Change Economics	6
2	Human Resource Management	6
2	International business ethics	6
2	Industrial organization	4,5
2	Macroeconomics	6
2	Management control management control 2	6
2	Principles of marketing management	6
2	Social Issues in Great Britain and the USA	6

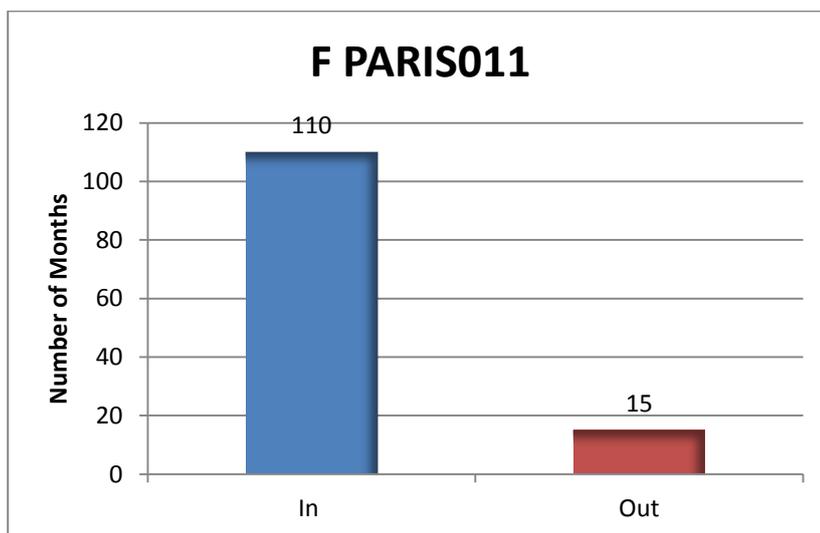
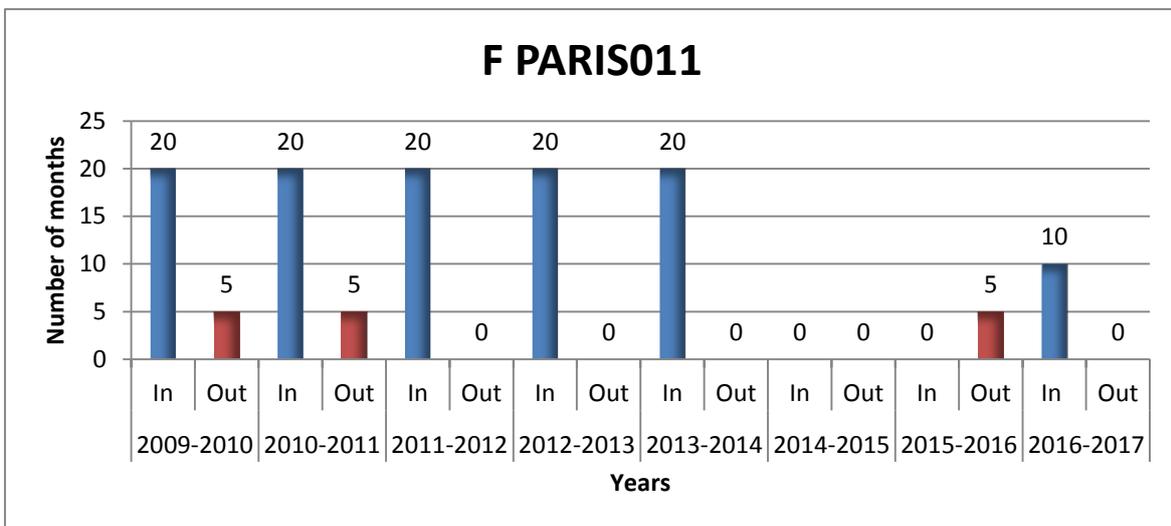
m) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Bonds markets	3
1	Business 2.0	4,5
1	Customer relationship management	4,5
1	Derivative markets	8,25
1	Employment law	3
1	Financial statements analysis	8,25
1	History of economic thought	6
1	International business law	4,5
1	International finance	8,25
1	International management	4,5
1	Investments and financial markets	8,25
1	Management of information systems	4,5
1	Marketing and society	6
1	Pop Art Trotignon	6
1	Private equity	3,75
1	Project management methodologies	4,5
1	Risk, investment and insurance analysis S1	6
1	Services marketing	3
1	Society and politics	6
1	Strategic management	6
1	Global Strategy	3
2	Bayesian non parametric statistics	4,5
2	Behavioral finance - 1	3,75
2	Behavioral finance - 2	6
2	Collective decision making	6
2	Corporate finance S2	8,25
2	Corporate social responsibility	6
2	Employment law	3
2	Financial crisis	6
2	Financial regulation	3,75
2	Globalization strategies of firms	6
2	International consumer behaviour	6
2	Investments and financial markets	8,25
2	Management information systems	6
2	Pop Art	6
2	Risk analysis and economic management	3
2	Social and Business networks	6
2	Global strategy (S2)	3

- a) University code: **F PARIS011**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **241<sup>st</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B1
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided** / Course offer in French: **Not provided** / Course offer in English: **Not provided** / Language requirements: **Not provided** / List of courses in French: **Not provided** / List of courses in English: **Not provided** Course offer in English: **Not provided yet**

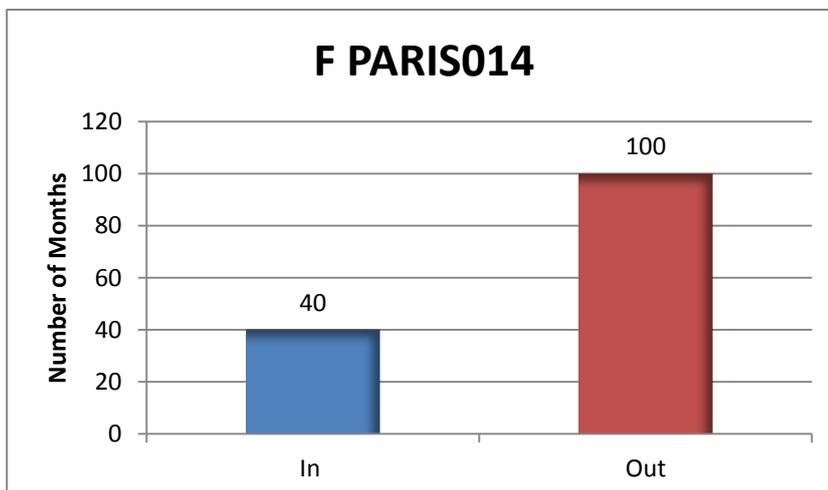
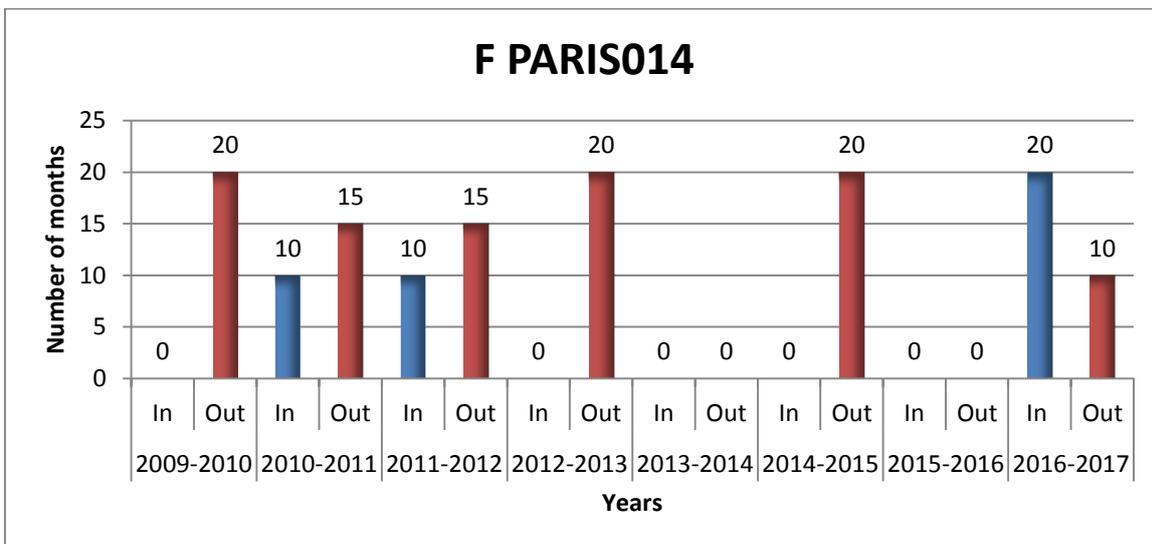
# INSTITUT D'ETUDES POLITIQUES DE PARIS



- a) University code: **F PARIS014**
- b) Study field: **Business, Economics and Sociology**
- c) Number of spots: **1 (2)- campus Paris, 1 (2)- campus Reims**
- d) QS World University rankings: **220<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Mandatory	B2- Paris / C1- Reims
French	Mandatory	B2- Paris / C1- Reims

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	International Political Economy: Globalization, Financial Globalization and Development	5
1	Geopolitics of Europe Renaissance: wars, conflicts and diplomacy in the 13th-17th centuries	5
1	History of the Gauches in France	5
1	The birth of modern politics, from Machiavel to Kant	5
1	Approaches and views on the media in France	5
1	Africa, global health laboratory	5
1	Afriques in their diversity: from ancient times to independence: introduction to a long history	5
1	The challenges of sustainable development: Africa and the environment	5
1	The challenges of sustainable development: Changes in African societies, urban and rural issues	5
1	The challenges of sustainable development and health in Africa	5
1	Sahel and Sahara in transition (nineteenth-twentieth centuries)	5
1	International Political Economy: Globalization, Financial Globalization and Development	5
1	The War in the 20th Century	5
1	Law and major issues of the contemporary world	5
1	NGOs: a political approach	5
1	Syria, a nationless state? Sources of Conflict in the Middle East (1920-1946)	5
1	Introduction to Islam, Religion and Civilization: some landmarks	5
1	Introduction to Political Theory (TBA)	5
1	Gender in all its forms: analysis, tools & practices	5
1	Sociological introduction to the critical theory of race	5
1	Apollo and Dionysus: The Greek tragedy through the centuries	5
1	Feminist theories and debates	5
1	Cicero's political speech to Obama	5
1	A room of their own: writing in the feminine	5
2	NGOs: a political approach	5
2	Introduction to Islam: Religion & Civilization	5
2	Government and Democracy between Nations, Europe and the World	5
2	Africa's perspectives and strategies in global politics	5
2	Sports Africa, political and geopolitical issues	5
2	Syria, a state without a nation? The sources of conflict in the Middle East (1918-1946)	5
2	Contemporary Politics: Religions and International Relations in Europe, XIXth - XXth c.	5
2	Russia's foreign policy: challenges and limitations	5
2	Introduction to the History of Canadian Immigration	5
2	Hispanics in the USA	5
2	France and Antilles	5
2	Europe: from integration to deconstruction	5
2	The places of power of French politics	5
2	The Fifth Republic	5
2	A Political History of Europe 1848-1939	5
2	Government and Democracy between Nations, Europe and the World	5
2	European treaty, slavery and abolition	5

2	Contemporary Politics: Religions and International Relations in Europe, XIXth - XXth c. EU Policy of Democratic Promotion	5
2	Russia's foreign policy: challenges and limitations	5
2	Literature and politics: French writers and the battle of ideas (1945-2016)	5
2	Philosophy: the Origins of the French Theory	5
2	Living in the 21st Century	5
2	Designing Social Justice	5
2	Introduction to the history of French cinema (1895-1995): inventions, passions and exceptions	5
2	ABC of Power	5
2	Work and globalization	5
2	Women, gender and politics in Africa	5

l) List of courses in French: **Level- Master**

Term	Title	ECTS
<b>Master in economic law</b>		
1	Arabic	4
1	Chinese	4
1	Czech	4
1	English	4
1	French	4
1	German	4
1	Hebrew	4
1	Hindi	4
1	Hungarian	4
1	Indonesian	4
1	Italian	4
1	Japanese	4
1	Corporate law	4
2	Competition law	4
1	Dispute settlement	4
1	International bankruptcy	2
2	European Economic Law	4
2	Private International Law	4
2	Law and Policy	4
1	Contract law	4
1	Administrative law	4
1	Contract and tort law 1	4
2	Liability and liability	4
2	Right of repression and liberties	4
2	Business Financing Law	4
1	Accounting Principles	4
1	Globalization and legal pluralism	4
2	Priority question of constitutionality	2
1	Epistemology of Law	4
1	Law and Social Sciences	4
2	Private International Law	4
2	Proceedings in International Courts	2
2	Clinical Responsibility and Social Innovation for Enterprises (RISE), Registration submitted for selection	4
1	Clinical Responsibility and Social Innovation for Enterprises / Human Rights, Economic Development, and Globalization	4

1	Public International Law	4
1	Clinic Migrations	4
2	Clinique Migrations	4
1	News of the Law of obligations	4
1	European Migration Law	4
1	Legal Theories of Globalization	4
2	Property law applied to economic matters	4
1	Economic Law of the Environment	4
1	Intellectual property, innovation law: first views	4
1	Law of Commercial Contracts, Legal and Practical Aspects	4
1	Project management	2
1	Law and literature	4
2	The contribution of corporate governance to company law	4
2	Figures of American Legal Thought	4
2	Economic litigation: contracts and competition	4
2	Los sistemas jurídicos latinoamericanos in a context of globalización	4
2	Practical cases taken from current international public law	2
2	Comparative approach to French law and American law	2
2	Historical Introduction to Law	4
1	North American Class Action and the Public Interest	2
1	Describe the law ... and transform it "- About the hypothesis of the description of law	2
2	The uncertain future of modern lawyers	2
2	Post-colonial studies of international law: can international law be decolonized?	2
2	The Fundamentals of Public International Law through International Legal News	4
2	The style of the right	2
2	What is the critical theory of law?	2
2	Public law of economic regulation	4
1	Polish	4
1	Portuguese	4
1	Russian	4
1	Spanish	4
1	Swahili	4
1	Turkish	4
<b>Master in public policy</b>		
1	Public Economics - Intermediate	6
1	Public Policy	4
1	Public Policy Analysis and Evaluation - Advanced	6
1	Strategic issues and measurement of the performance of private and public organizations	4
1	General culture	4
1	International Issues	4
1	Introduction to Entrepreneurship	4
1	Digital Workshop (simulation)	4
1	Entrepreneurial Creativity Workshop	4
2	Privacy Policy	4
2	Public policy incubator	4
2	Making reforms, reforming democracy: inventing the 2017 elections with citizens	4
2	Fundamental Rights	8
2	General culture	4

2	International Issues	4
2	Initiation to Entrepreneurship	4
2	Entrepreneurial Creativity Workshop	4
1	Saying and Writing Political Discourse	4
1	Opinion studies: methods and issues	4
1	Communication of influence	24
1	Introduction to the art of negotiation	4
1	Human Resources Management in the Public Service	4
1	Risk Opinion and communication	4
1	Heritage and international relations: tools, policies and practices	4
1	Economics and regulation of the media sector	4
1	Introduction to contemporary popular culture	4
1	Major Sectors of Culture	4
1	Principles of cultural policy	4
1	Audiovisual Media Issues	4
1	Entrepreneurship and Innovation in the Arts and the Media	4
1	Communication skills in Culture	4
1	Heritage and museums	4
1	State and digital revolution	4
1	Public policies for knowledge at the digital age	4
1	Information and Communication Technologies	4
1	What are the challenges for the European economy?	4
1	The State, Capitalism, Globalization	4
1	Economic intelligence in the face of globalization	4
1	Economic Forecasts	4
1	Economy of infrastructures	4
1	Economics of Institutions and Questions of Society	4
1	Infrastructure: economic model, financing and regulation	4
1	Water, energy and environment	4
1	Major energy debates - cartography of controversies	4
1	Big Data in the Energy Sector	4
1	Low-carbon production, competition and new uses, the stakes of electricity in the energy transition	4
1	A regulated energy company's strategy	4
1	Challenges of the current world	4
1	Major territorial issues	4
1	History of international relations of the "short 20th century". From the First World War to the end of the "bipolar world"	4
1	The "great books" of human sciences	4
1	Policies of the city compared in France, and in different European countries, Germany, England, as well as in the USA and Latin America	4
1	Stakeholders and issues	4
1	Civil Dialogue	4
1	From Public Service to the Public: Issues of Territorial Administration through Case Studies	4
1	Local Government Management	4
1	Introduction to Public Service Ethics	4
1	Introduction to economic intelligence	4
1	Public Governance	4
1	The requirement of ethics in financial movements - fight against money laundering and corruption	4

1	Digital Economy, Social Model and Health	4
1	Social and solidarity economy	4
1	Functioning and stakes of the voluntary sector in France	4
1	Hospital Issues	4
1	Social Policy	4
1	Civil law 1	4
1	Common law of regulation	4
1	Introduction to the European Institutions	4
1	History of European integration	4
1	Administrative Litigation	4
1	Administrative Litigation	4
1	Compliance law	4
1	Law of Political Life	4
1	Right of political life of elected representatives	4
1	The procedure of priority question of constitutionality (QPC): the principles and the practice followed by the Court of Cassation, the Council of State and the Constitutional Council	4
1	The major challenges of the French judicial system	4
1	Major maritime and coastal issues	4
1	Sports policies	4
1	Complex public contracts and complex public infrastructure	4
1	Private Projects Financing	4
1	Finances and Public Reforms	4
1	Administrative management	4
1	Introduction to Complex Contractual Engineering in Public Environment	4
1	Modernization of the State in Practice	4
1	The public-private relationship in the fields of security and defense	4
1	The ways of managing public services	4
1	Tax systems: issues and comparative analysis	4
1	Prevention, detection and control of fraud	4
1	Structural change & economic policy	4
1	Parliament and public policy	4
1	Political philosophy of European identity	4
1	General introduction to internal security policy	4
1	Intelligence as public policy	4
1	The defense industry in three acts: to equip, to finance, to export	4
1	National defense, European defense: comparative analysis	4
1	Defense Policy and Tool	4
2	Disc saving and music communication	4
2	Strengths and weaknesses of French Cinema	4
2	Major challenges of cultural policies	4
2	Audiovisual and cinema institutions and markets	4
2	Are publishers still serving something today?	4
2	The public	4
2	The exhibition as an exploration laboratory	4
2	The producer of Cinema in France	4
2	Digital Economy	4
2	Digital Policy	4
2	Maritime Economics	4
2	Digital Economy	4

2	Europe, states, markets: the euro zone compatibility triangle	4
2	Monetary Policy	4
2	What are the challenges for the European economy?	4
2	30 years of energy policy: from liberalization to a new role for public policy	4
2	Geo-ecopolitics, globalization and demodalisation, integrations and disintegrations: from the Silk Road to the Brexit ...	4
2	Corporate social responsibility in the extractive sector	4
2	Practical insights into crisis management: operational context, influencing issues and economic valuation	4
2	Brexit and European geopolitics	4
2	Constitutional Courts, Supreme Courts, European Courts	4
2	State, Power and Europe	4
2	Local Public Management	4
2	European integration in the turmoil, 2005-2020: analyzing the crisis and the possible revival	4
2	Justice and policy (s)	4
2	The functioning of the State	4
2	Populism in Europe	4
2	Parliamentary Life and Law	4
2	Introduction to social relations in companies	4
2	Global health in 2017, a democratic issue	4
2	Health policy: new frontiers, new challenges	4
2	From the figure to the decision?	4
2	Writing and Speaking Political Discourse	4
2	Managing complex business risks and situations	4
2	Leaders facing criminal justice and the "court of opinion"	4
2	Civil Liberties and Secularism: from legal analysis of the French system to comparative law	4
2	Media, politics, economics: the inconsistency of time	4
2	Successful reforms	4
2	Sociology of Public Management. State Reforms and Transformations of Public Administrations	4
2	Sectoral regulation rights	4
2	State, secularism and religions in France	4
2	Lobbying and influence: issues and methodologies	4
2	Minorities in Europe: identity and politics	4
2	Campaign strategy: how to win an election?	4
2	Maritime Economics	4
2	Public finance for defense and security	4
2	Oceans, security and defense issues for France	4
2	Defense Policy	4
<b>Master of economics and business</b>		
1	Introduction to Entrepreneurship	4
1	Entrepreneurial Creativity Workshop	4
1	Atelier Numérique (simulations)	4
1	Collective project over the year - credited during the spring semester	6
2	Introduction to Entrepreneurship	4
2	Business Plan (on selection)	4
2	Entrepreneurial Creativity Workshop (on selection)	4
2	Prepare your career in Finance and Consulting	2

1	Strategy and Management of companies in difficulty	4
1	Introduction to Entrepreneurship	4
1	Entrepreneurial Creativity Workshop	4
<b><u>Master in marketing and market research</u></b>		
1	History and general culture of marketing	4
1	Where is Digital Humanism going? Promises and Limits of Enlightenment 2.0	4
1	Sociology of the digital worlds	4
1	Public opinion, public space and communication	4
1	Introduction to Corporate Strategy	3
1	Marketing Issues	4
1	Studies, issues and fields of action	4
1	The brand: its identity and expression	4
1	General Introduction to Luxury and Fashion	4
1	Web, traces, uses and methods of analysis	4
1	Profiling people, Solutions for international strategies	4
1	Dataviz and computer graphics	4
1	Statistics applied to Marketing (understanding, knowing how to treat and exploit)	4
1	Living Language 1	4
1	Living Language 2 (optional)	4
1	The economy of the media in the digital age	4
1	Introduction to Entrepreneurship	4
2	Business strategy	6
2	Business, consumer and data law	4
2	Strategy and Insights: Impact Marketing & Commercial Strategies, through Business Steering	4
2	Marketing and Value Creation	4
2	Brand Media and Business Development	4
2	Digital strategies of luxury brands	4
2	From digital marketing to Design Thinking: people, the 5th P	4
2	Digital Platforms, Collaborative Platforms: Promises and Limits of New Models	4
2	Customer Centricity: the consumer at the heart of new business strategies	4
2	Marketing and Communication for Non Profit Organizations	4
2	The emerging outlines of digital society: key ideas	4
2	#thinkoutofthebox - Driving Creativity	4
2	How the Startups Culture defies the established model of Traditional Enterprises	4
2	The Science of Reasoning: Insights and Applications	4
2	Digital transformation of organizations and models	4
2	Marketing of cultural and creative industries	4
2	The spirit of Luxury: know-how, innovation and aesthetics	4
2	Marketing in Luxury Hotels	4
2	Dataviz and computer graphics	4
2	Statistics applied to Marketing (understanding, knowing how to treat and exploit)	4
2	Living Language 1: English	4
2	Living language 2: optional	4
2	Introduction to Entrepreneurship	4
1	Analysis of major societal trends	4
1	Find the meaning in the data	4
1	Digital, Culture and Innovation	4
1	Innovation centered user	4
1	Marketing and the luxury market	4

1	Food Luxury Strategies	4
1	Institutional, patrimonial and societal ecosystem of the fashion and luxury sectors	4
1	Marketing Strategies on the World Wine Market	4
1	Analysis of the International Contemporary Art Market	4
1	Cinema: an industry, a media, a communication	4
1	Strategic and operational marketing applied to the industry of meetings and events	4
1	Neuroscience and the new marketing frontiers **	4
1	Mobile applications: how to have its first million users?	4
1	Marketing and management of service activities - Conceptual approaches and managerial practices	4
1	Semiotics studies and brand communication	4
1	Statistics for marketing	2
1	Entrepreneurial Lab '	2
1	Negotiation	2
1	Fundamentals of Management and Leadership	2
1	Creativity and collective intelligence workshop	2
1	Network & Chill - Develop your capital in 6 steps	2
1	The Code Academy	2
1	Design of visualization of data and information	2
1	Graphic design visual storytelling	2
1	Introduction to Entrepreneurship	4
<b>Master in communication</b>		
1	Sociology of Action and Communication	4
1	Sociology of the digital worlds	4
1	Introduction to Corporate Strategy	3
1	Strategic and financial issues for communication companies	4
1	Strategic and financial stakes of communication companies	4
1	The mutant media	4
1	Media and digital activation	4
1	Media in the global and digital era	4
1	Economy of the media in the digital age	4
1	Politics, Society and Trends in Public Opinion	4
1	Opinion, Reputation and Trends in Society	4
1	The brand and its fundamentals: identity, meaning & experience	4
1	Rhetoric	4
1	Living Language 1: English Level 1, 2, 3, 4 and 5	4
1	Living language 2: Various languages (optional)	4
2	Cartography of scientific controversies 2 (annual course)	6
2	Making films: Socio-economics of film festivals in France	4
2	The new humanisms	4
2	Policy, Influence and Participation	4
2	Intellectual Property, Communication and Media	4
2	Corporate Strategy	4
2	Scenarios: Communication strategies	4
2	The social web: listening and analysis	4
2	Myths, culture and digital uses: the challenges of innovation	4
2	Design and brands, a crossed design	4
2	The Factories of Ideas: organizing constructive chaos in an agency	4
2	Inventing the Marks of the Future	4
2	Tomorrow's corporate communication, in practice	4

2	The Fundamentals of Political Communication	4
2	The "business models" of the media	4
2	Production: from the creator to the spectator, from the linear to the multiplatform	4
2	Creative industries and multi-screen writing	4
2	Rhetoric	4
2	Introduction to Entrepreneurship	4
2	Atelier Sciences Po	4
1	Communicating in Paranoid Society: New Opinion Strategies	4
1	When communication makes - or defeats - the crisis	4
1	Influence and e-influence communication strategies	4
1	Sensitive communication and crisis communication	4
1	Digital, a paradigm shift in communication	4
1	Monster and Demonstration: Issues of Digital Communication	4
1	Digital at the heart of brand strategy	4
1	The end of digital communication	4
1	Knowing how to master digital in branding strategies	4
1	The Art of the brand: small strategy treatise by the brand	4
1	Is communication still capable of generating growth?	4
1	Brand and emerging market strategies	4
1	When Art Overflows	4
1	The brand to the test of reality: the importance of the brand experience	4
1	Creativity, the driving force behind innovation	4
1	The digital chaos	4
1	From observation to innovation: an introduction to Design Thinking	4
1	Media, extension of the brand domain	4
1	Right to digital communication	4
1	The content at the heart of the major audiovisual upheavals	4
1	The cinema: an industry, a media, a communication	4
1	The audiovisual program: from design to operation	4
1	New Writings, New Hearings	4
1	The ecosystem of political communication	4
1	Political communications and crisis communications: tumultuous relations	4
1	New Public Communication Strategies	4
1	The communication of evil	4
1	Strategies and Policies of International Organizations: EU, OSCE, OECD, NATO and UN compared	4
1	The communication departments facing the new challenges of their business	4
1	Hack your business: Reinventing companies & institutions at the time of the social web	4
1	Sustainable development, responsibility and contribution of communicators	4
1	Commitment Communication: When the Sense takes Power	4
1	Uberisation of the Corporate Communication or the Dir Com 3.0	4
1	Communication and non-profit marketing: values for action	4
1	Negotiation	2
1	Fundamentals of Management and Leadership	2
1	Stimulating Creativity to Manage Innovation	2
1	"Network & Chill" - Develop your capital in 6 steps	2
1	Graphic design workshop: visualstorytelling with Adobe suite tools	2
1	Design of visualization of data and information	2
1	Living Language 2 (optional)	4

1	Introduction to Entrepreneurship	4
1	Entrepreneurial Creativity Workshop	4
2	Magazine 2.0: the new cauldron of Brand culture	2
2	Innovation and digital creativity to enrich the customer experience	2
2	How to highlight the encrypted data?	2
2	Creativity and collaborative innovation	2
2	Fundamentals of Management and Leadership	2
2	Media-training and image-building	2
<b><u>Master in Governing the large metropolis</u></b>		
1	Introduction to urban history (in French)	4
2	Immigration and ethnic racial inequality	4
2	Sociology of Public Administration	4
2	Historical Sociology of Globalization	5
1	Inequalities and social relations in the city (in French)	4
1	Sociology of inequalities, class and stratification	4
1	Sociology of Organizations and Collective Action	4
1	Socialization and political behavior	4
<b><u>Master of regional and urban strategies</u></b>		
1	Introduction to the history of cities (in French)	4
1	Public policies, cities and territories in the European Union	4
1	Introduction to governance and major challenges for European cities	4
1	Administrative law and local government management	4
1	Sociology of the city and the territories	4
1	Methodological Workshop: Statistics	4
1	Methodological workshop: Maps and territories	2
1	Living language	4
1	Economy in the city - Microeconomic foundations	4
2	City law	4
2	The economy in the city	8
2	Local Public Finance	4
2	Introduction to Organizational Management Functions and Tools	4
2	Rights policies: territorial inequalities and local worlds of rights production	4
2	Health territories	4
2	Sociology of Territorial Reforms	4
2	The slogans of territorial public action: genealogy and foresight	4
2	Lifestyles, territories, public action	4
2	Dynamics of cities in the South: growth, crises, development and circulation of models	4
2	Language English mandatory (if English level 1 C1 you can choose another language)	4
2	Relationship Capital and Social Capital	4
2	Immigration and ethno-racial inequality	4
2	History, anthropology, Political science: new debates	5
1	Inequalities and social relations in the city (in French)	4
1	The private actors of the city	4
1	Economics of urban technical networks	4
1	Transport, infrastructure and mobility: comparative public policies in Europe	4
1	Urban architecture	4
1	Sustainable city	2
1	Local Government Management	2
1	Habitat policies in the face of the housing crisis	2

1	Urban renewal and complex development projects	2
1	Innovation and territories	2
1	Urban data: uses and strategies	2
1	Tourism Issues for the Territories	2
1	Evaluation of socio-urban policies	2
1	Social and Family Policy in the Territories	2
1	Metropolitan Planning: Assessment of the developer and developer	2
1	Business Strategy: Understanding Strategic Models and their Application	2
1	Urban and regional passenger transport	2
1	Strategy and methods of economic intervention of local authorities	2
1	Conduct of urban and development projects	2
1	Project management of major real estate projects: making the city in partnership	2
1	Local Environmental Law Issues	2
1	Incorporating Flood Risk into Development	2
1	Study tour M2	2
1	Public Law	4
1	Risk and Disaster Management	4
<b><u>Master in European Affairs</u></b>		
1	Public Economics - Intermediate	6
1	Public Policy Analysis and Evaluation - Advanced	6
1	Legal system of the European Union	6
1	Introduction to Entrepreneurship	4
1	Digital Workshop (simulation)	4
1	Entrepreneurial Creativity Workshop	4
2	Digital Economy	4
2	What are the challenges for the European economy?	4
2	Monetary Policy	4
2	Public policy incubator	4
2	Making reforms, reforming democracy: inventing the 2017 elections with citizens	4
2	Fundamental Rights	8
2	General culture	4
2	International Issues	4
2	Initiation to Entrepreneurship	4
2	Entrepreneurial Creativity Workshop	4
<b><u>Paris School of International Affairs (PSIA)</u></b>		
1	Sociology of public and private organizations	6
1	History, cultures and societies from the 5th to the 18th century	6
2	The European Idea ". Philosophical Genealogy of a Political Idea	6
1	How do lawyers think	6
1	Poverty	6
1	Philosophy of international relations	6
1	The democracy in question	6
1	Intellectuals in France in the 20th century: places, backgrounds, generations	6
2	Political facts to the test of the human sciences	6
2	The Religious Question in Political Philosophy (XVII-XXI)	6
1	Obedience-Disobedience: What is Responsibility?	6
2	Introduction to the History of Art, 1860-1914	6
2	Climate, environment: does it rewrite history?	6
1	The market, capitalism and morality: a sociological approach to the economy	6
1	Equality and politics	6

2	Social Justice, Environmental Justice	6
1	Sociology of Law	6
2	History at risk of literature	6
2	Global History of Genocide and Mass Violence	6
2	Are the social sciences universal?	6
2	Middle East crises: Arab uprisings in the Islamic Caliphate	6
1	Clinical Responsibility and Social Innovation for Enterprises / Human Rights, Economic Development, and Globalization	4
1	Analysis of the importance of risk perception in current geopolitics	4
1	Strategic legacies of the 20th century	4
1	Comparative strategy (Reading)	4
2	Transformational Diplomacy (coup technique)	4
2	International Criminal Justice	4
2	Theories and policies of decay	4
1	Development Institutions and Policies	4
1	Risk and expertise: An introduction to the sociology of health and environmental issues	4
1	Analysis of foreign policy: actors, processes and changes (Lectures)	4
2	International Public Law (Lectures)	4
2	International Public Law (Reading)	4
2	Transitional justice (Africa and Latin America)	4
2	Intelligence and terrorism	4
2	Art and International Relations	4
2	Public finance in developing countries	4
2	Genocide and extreme violence	4
2	The new strategic upheaval	4
2	The strategy in its fields of action (lectures)	6
2	Law of armed conflict	4
2	Rights of armed conflict	4
2	Management of security crises in Africa	4
2	Operational readings of security actions in West and Central Africa	4
2	Public policies and agricultural issues in the south	4
2	The Security Council	4
2	The maritime economy	4
2	The Dirty Economy	4
2	From Humanitarian to Diplomatic: Plural Engendering Kurdistan Study Case	4
2	The development of a system of military forces	4
2	Terrorism and counter-terrorism on time	4
2	Ordering armies in democracy	4
2	Evaluation of public policies: From the optimization of public expenditure to the development of public debate	4
2	Urbanism (Bilingual French-English)	4
2	Principles and management of sensitive communication and crisis	4
2	Survey Statistics	4
2	Quantitative tools I	4
1	Quantitative Tools Level I	4
2	Quantitative tools II	4
1	Quantitative Tools Level II	4
2	Statistical Reasoning	4
2	The contracting of weapons programs in the service of forces	4
2	International humanitarian law between the law of war and the fight against	4

	terrorism	
2	International protection: refugees, stateless persons and displaced persons	4
2	Oceans, security and defense issues	4
2	International security threats	4
2	Urban development actors: Urbax role simulation	4
1	Intercultural intelligence: working in contact with other cultures	4
2	For a pluralistic evaluation of public policies: comparative issues, practices and processes	4
1	Management of an international cooperation project: approaches and practices	4
1	Marketing and Lobbying for major causes, including the case of Universal Expo 2025	4

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Introduction to the Principles of Microeconomics	5
1	Introduction to Calculus with Algebra	5
1	Calculus I	5
1	Calculus III	5
1	Statistics	5
1	International Finance	5
1	Introduction to Econometrics	5
1	Public Economics	5
1	Strategies of influence	5
1	Dynamics of International development	5
1	The business of Wine, Champagne and Luxe Marketing	5
1	Introduction to Finance	5
1	Intellectual Property Law and Technology in the international context	5
1	EU and Africa	5
1	The Long European 19th c. (1780-1914). Revolutions, Modernity and Rise to Power	5
1	Panorama of English History 1066-1689	5
1	Why France matters?	5
1	Parties and Democratic change: Europe and the United States in comparative perspective	5
1	Politics of Refugee Integration and Asylum in Europe	5
1	The Political systems of the European Union	5
1	French political debates	5
1	The Quest for democracy in Britain..	5
1	Between Bodies; History of sexuality in Modern Europe	5
1	Comparative Competition Law: the US and EU	5
1	Minorities and Imprisonment in the US and Europe: Race, Gender, Religion in the Carceral State	5
1	Introduction to Intellectual Property from Transatlantic perspective	5
1	Eurafrica in the XXth century: Evolution of an ideology	5
1	Higher education in Canada, United States and Europe: a comparative perspective	5
1	The Representation of Women in 19th century Britain	5
1	Introduction to Foreign Policy Analysis: decision-making in Europe and the US	5
1	European Union and Africa	5
1	New technologies and Innovation in Africa	5
1	Wars of Memory	5
1	Introduction to comparative Constitutional Law	5
1	Intellectual Property Law and Technology in the international context	5
1	Democratisation and Regime change	5

1	Understanding International Politics	5
1	Introduction to Public International Law	5
1	International Finance	5
1	Comparative Competition Law: the US and the EU .	5
1	Dynamics of International development	5
1	Higher education in Canada, US and Europe: a comparative perspective	5
1	The African-American Odyssey from Phyllis Wheatley to Barack Obama	5
1	Parties and Democratic change: Europe and the United States in comparative perspective	5
1	Comparative politics of the Middle East and North Africa	5
1	Theories of International Relations	5
1	Minorities and Imprisonment in the US and Europe: Race, Gender, Religion in the Carceral State	5
1	Introduction to intellectual property law: a transatlantic perspective	5
1	Eurafrica in the 20th century: evolution of an ideology	5
1	Themes in North American political thought	5
1	Shaken and Stirred: Strategic intelligence in a transforming world	5
1	A history in the Middle East and North Africa (TBA	5
1	Politics of climate change: representations and responses	5
1	East Asian Geopolitics and International Politics	5
1	Introduction to Foreign Policy Analysis: decision-making in Europe and the US	5
1	Politics of the Middle East and North Africa (TBA	5
1	The birth of Sub-Saharan African cinema	5
1	Analytical politics with Game theory	5
1	Barack's Obama America: US History 1980-President	5
1	Research design and methods in sociology and political sciences	5
1	Gender and other challenges of the Law	5
1	Introduction to Gender Studies	5
1	Historiography and Film	5
1	The contemporary city, urbanism and architecture	5
1	Introduction to Judaism	5
1	Political Workshop	5
1	Sex, Gender, and the Body	5
1	Re-thinking the American Dream: Literary and Visual Representations	5
1	Defining Surveillance: a Philosophical and Ethical Approach	5
1	US Security tough texts (TBA	5
1	Introduction to Civil Law and Common Law Systems	5
2	Sources and General Principles of International Law with Focus on International Water Law	5
2	The Age of Economists: a History and a Critique	5
2	European trade policy: a legal and empirical analysis	5
2	Political Rhetoric	5
2	Comparative Political Economy in the Welfare	5
2	The Changing Practices of Contemporary Diplomacy	5
2	Poverty, Inequality and Development	5
2	The Changing Role of Non-State Actors in International Affairs	5
2	Migrations between Europe and Africa	5
2	Social Movements and Political Change in the Middle-East	5
2	Dynamics of International Development	5
2	EU's Policy of Democratic Promotion	5

2	The Dark Side of Globalization	5
2	International Investment Protection in the EU-Canada Perspective	5
2	An introduction to sub-Saharan law	5
2	Dilemmas of a Nuclear-Armed World	5
2	International Arbitration: Law, Business and Global Governance	5
2	Britain and the United States - The Special Relationship: Myth or Reality?	5
2	International Finance and Public Policy	5
2	Europe in the World: Actors, Structures, and Processes	5
2	City Diplomacy	5
2	Sustainable Development Pathways	5
2	Global environmental governance	5
2	British political speeches in a comparative North American perspective	5
2	Israel: Culture, History & Conflicts	5
2	The EU, the US & World security	5
2	International Macroeconomics and Finance	5
2	Central Banking in theory and practice	5
2	Social Entrepreneurship	5
2	Dynamics of International Development	5
2	International Arbitration: Law, Business and Global Governance	5
2	Comparative Political Economy in the Welfare	5
2	Calculus III	5
2	Calculus IV	5
2	Strategies of Influence	5
2	International Finance and Public Policy Statistics	5
2	Introduction to Econometrics using STATA	5
2	Corporate Finance	5
2	Intellectual Property 2.0: The Intersection of Law, Innovation, Public Policy and Economics	5
2	Poverty, Inequality and Development	5
2	The Business of Wine, Champagne and Luxe Marketing	5
2	Development economics in Africa	5
2	Plurilateral Trading System : A New Dynamics in Global Trade?	5
2	The European Union and the National political systems	5
2	Elections and Political Representation: A Comparative Approach	5
2	Social Inequality in Europe	5
2	Migrations between Europe and Africa	5
2	International Investment Protection in the EU-Canada Perspective	5
2	British Social and Political History: 1945 to the Present Day	5
2	Europe in the World: Actors, Structures, and Processes	5
2	France et Antilles	5
2	Britain and the United States - The Special Relationship: Myth or Reality?	5
2	The Philosophy of Multiculturalism	5
2	Environmental Political Theory	5
2	War on Screens	5
2	History of Music and Social Change	5
2	The Gothic Novel	5
2	Law and Gender: Political Agendas	5
2	Sparkling Social Change: Community, Organisation, Empowerment	5
2	Citizens and Politics: a Disconnected Link?	5
2	Introduction to Sustainability Science: Interaction between Social & Environmental	5

	Systems	
2	Introduction to Organizational Behavior	5
2	Introduction to Legal Philosophy	5
2	Contemporary Sub-Saharan African Cinema	5
2	Sociology of the elites: an introduction	5
2	Law, Migration and Discrimination: An Intersectional Analysis of the Identity of the "Other"	5

n) List of courses in English: **Level- Master**

Term	Title	ECTS
<b><u>Master in economic law</u></b>		
2	International business law	4
2	International corporate tax trends in a post BEPS environment	4
1	International Commercial Arbitration	4
2	Intellectual Property: the inescapable globalization?	4
1	Comparative constitutional review	4
1	Comparative legal reasoning	4
2	Contract and tort law 2	4
1	Introduction to corporate law	4
2	International Economic Negotiation	4
2	Advanced International Commercial Arbitration	2
2	Criminal law in a global perspective	4
2	Conflict of laws and crossborder litigation	4
1	Person, Personhood: a comparative study	4
2	US Trade remedies Laws	4
1	Dispute resolution	4
2	Corporate & Finance Law	4
2	Competition Law	4
2	European economic Law	4
1	Accountancy	4
2	Legal Regulation in postmodern times through a Benthamian Lens	2
2	Investment Arbitration	4
2	Human Rights, Global Poverty and Development	4
1	Complex legal tools	4
1	Arbitrage commercial international	4
1	General International Public Law	4
1	The Law and Practice of the World Trade Organization	4
2	Comparative employment and discrimination law	4
2	Smart Law: Indicators, Algorithms and Big Data	4
2	The Laws of anticorruption	4
2	European Law of corporate governance and capital markets	4
2	Supranational Adjudication	4
2	International Business Transactions	4
2	Clinique Human Rights, Economic Development, and Globalization (HEDG), Inscription soumise à sélection	4
1	Korean	4
2	International Contract Law	4
1	Law and economics	4
1	Advocacy in International Arbitration	2
1	Foundations of legal philosophy	4
1	Law & Practice of Global Infrastructure Projects	4
2	European Business Deals	4
1	Financial regulation : a joint perspective - Corporate governance of banks & securities markets oversight	4
1	Business Ethics: A Practical Examination	2
1	Economic freedoms and fundamental social rights in the case law of the EU Court of Justice	2
2	Courts as Enforcers of Arbitration Agreements and Arbitral Awards	2

1	Mediation	2
2	Intercultural negotiation and conflict management	2
2	Arbitration in the Energy Sector	2
1	Cross-border M&A transactions	4
1	The International Oil & Gas Industry – Legal and Policy Issues	4
2	Law and economics of corporate law	4
1	Mining, Money and the Law	2
1	Transnational proceedings: how to gather evidence?	2
1	Global competition litigation	4
2	Drafting and Negotiation for Corporate Finance: a Case Study in Venture Capital	2
1	International Human Rights	4
1	Global Competition Law	4
1	Internet Regulation – Online Course	2
1	The Political Philosophy Contract Law	2
1	The anti-foreign law debate	2
2	Conflict of law issues in international arbitration	4
2	Compliance, governance and risk management: a new dawn for financial and industrial companies	4
2	Theory and Practice of International Commercial Arbitration	2
2	Law and practice in international organizations	2
2	Economic Issues at the European Court of Human Rights	2
2	Anti-corruption	2
<b>Master in public policy</b>		
1	Public economics - Beginner	6
1	Public economics - Intermediate	6
1	Public economics - Advanced	6
1	Public Policy (eng.)	4
1	Policy Analysis and Policy Evaluation - Beginner	6
1	Policy Analysis and Policy Evaluation - Advanced	6
1	Institutions politiques et administratives	4
1	History of Technology Revolution	4
1	E-Government	4
1	A modern foreign language (required)	4
1	A second modern foreign language (optional)	4
2	Leadership, Comportements et Sociologie des Organisations (taught in French)	4
2	Leadership and Management	4
2	Regulation & Digital Economy	4
2	The Network Economy: MicroEconomics of Digital Markets	4
2	Legal Implications of Innovation on Society	4
2	Digital technologies	4
2	Business Plan	4
2	A modern foreign language (required)	4
2	A second modern foreign language (optional)	4
1	Ethics and Public Policy	4
1	Technology and Public Policy	4
1	The Digital Transition of Organisations	4
1	Communication politique	4
1	Public Service Broadcasting in a changing environment	4
1	Big Data and Disruptive Analytics	4
1	The Future of Work and Organizations in the Network Economy	4
1	Economics of Money and Banking	4
1	Banking system and European supervision	4
1	Economics of Education	4
1	Euro Zone Governance	4
1	Public Procurement	4
1	Urban Economics	4
1	Energy & Public Affairs in the Middle-East	4
1	Energy Risk	4

1	France & the Memberstates of the EU	4
1	Social innovation in Health	4
1	Equal opportunity and Antidiscrimination Policy	4
1	Introduction to European Institutions	4
1	Strategic Human Resources Management	4
2	Cultural Diversity	4
2	From Underground to Mass Culture, the Awakening of Video Games	4
2	Innovating in Museums	4
2	The work of art exhibited : between the artist and the public How to make an exhibition in contemporary art	4
2	Digital public spaces : origin, development, methods	4
2	Economics of European Integration	4
2	Competition Policy (restricted to the EPP students)	4
2	Current Issues in Monetary Policy and Banking	4
2	Economics and Law	4
2	Economics of Development	4
2	Education Policy	4
2	Financial Markets: Instruments, Actors and Regulators	4
2	Managerial Economics	4
2	Economics for Strategy (restricted to the EPP students)	2
2	Microfinance (restricted to the EPP students)	4
2	Ratings - Sovereign and Macro Risks (restricted to the EPP students)	2
2	Energy Transition, from Global to Local Issues	4
2	Environmental Issues in Energy and Natural Resources Management	4
2	Inequality : A Sustainable Development Challenge	4
2	Europe and Russia	4
2	EU Law from Perspective of Individuals Lives	4
2	Better Policies for Better Lives : Policy for Well-being and Social Progress	4
2	Education Policy	4
2	Global Social Policy in the XXIst century	4
2	10 Healthcare Challenges of European Countries	4
2	Social Psychology	4
2	Social Policies, Gender and the Labour Market	4
2	Design & Implementation of a Corporate Strategy	4
2	Labor Economics and Employment Policies	4
2	Management Essentials and Leadership	4
2	Competition Policy (restricted to the EPP students)	4
2	Economics and Law	4
2	Economics of Regulation	4
2	European Financial Regulations	4
2	Media and Politics	4
2	Politics and International Relations in Central and Eastern Europe and Post-Soviet States	4
2	Democratic Institutions:how to make Democracy work?	4
2	Introduction to Security Issues in Europe and Asia	4
<b>Master of economics and business</b>		
1	Presentation Skills	1
1	Business Readings	1
1	Managerial Economics	4
1	Financial Markets	4
1	Introduction to Accounting	4
1	Fundamentals of Marketing	4
1	Introduction to Statistics and Econometrics	4
1	Management Tools	4
1	Informations System as a Strategic Advantage	4
1	Strategic Human Ressources Management	4
1	Energy Challenges	4
1	Philanthropy and Social Investing	4

1	Negotiating Successfully	4
1	Introduction to Insurance Industry	4
1	Inspections and Banking Activities	4
1	Financial Macroeconomics	4
1	French Language Course or other	4
1	Second language	4
2	Negotiation Workshop	8
2	Business Readings	2
2	Corporate Strategy	8
2	Understanding the World Economy	4
2	Financial Analysis	4
2	Competition Policy	4
2	Brand Management and Strategy	4
2	Innovation & Disruptive Business Models	4
2	Business Law: A Comparative Approach	4
2	Management Essentials and Leadership	4
2	Infrastructure and Project Finance	4
2	Financial Mathematics	4
2	Microfinance	4
2	Energy Transition, from Global to Local Issues	4
2	Business Intelligence	4
2	Capital Structure and Corporate Financing Decisions	4
2	Financial Communication - the Intersection between Strategy, Corporate Finance and Markets	4
2	Public Policies supporting SMEs	2
2	Ratings - Sovereign and Macro Risks	2
2	Economics for Strategy	2
2	Innovation Economy and Finance	2
2	Asset Allocation and Selection	2
2	Macrostrategy	2
1	Business Readings	1
1	Country Risk Analysis	4
1	Business Ethics and Compliance	4
1	Introduction to Applied Development	2
1	Monetary Policy	4
1	Trade Globalization : History and Theory	4
1	Digital Business Strategies	4
1	Corporate Social Responsibility: a Strategy to Reinvent Companies and Business?	2
1	Doing Business in Emerging Markets	4
1	Introduction to Business Law: A Comparative Approach	2
1	Redesigning Marketing: Brand Experiences in the Digital Age	4
1	Family Capitalism in the Digital Age	2
1	Compliance and Internal Control	4
1	Capital structure issues in Corporate Finance	4
1	Risks in Banking	4
1	Introduction to Asset Management	2
1	Impact of Private Equity in Emerging Countries and Europe	2
1	Sustainability in Finance	2
1	Understanding Commodity Markets	2
1	Sociology of Financial Markets	4
1	Advanced International Project Financing	4
1	A Practical Guide to Project Finance	2
1	Second Language	4
1	UK Regulatory Certificate (CISI)	2
1	Bloomberg Markets Concepts Certificate (BMC)	2
<b>Master in marketing and market research</b>		
2	Luxury markets and consumers in Asia (China, Japan)	4
1	Digital Marketing	4

1	Data Marketing	4
1	Product management & innovation	4
1	Jewellery & Watches, understanding a bubbling market	4
1	From French terroir wines to international brands : understanding the culture of a fermenting industry	4
1	Consumer Behaviour in the Arts and Culture	4
1	Code Academy	2
1	Networking the Net: How Social Media, Blogs and the Web 2.0 Engage an Active Audience	2
1	Tools for creating brand preference	2
1	Motion design	2
<b>Master in communication</b>		
1	Introduction to media studies	4
1	Media & digital cultures	4
1	Introduction to corporate strategy	3
1	Understanding Public Opinion in contemporary societies	4
1	Branding Fundamentals : Identity, Meaning & Experience	4
2	The emerging contours of digital society : key ideas	4
2	Introduction to semiotics of images in the brand culture	4
2	Intellectual Property, Communication and	4
2	Corporate Strategy	4
2	Communication strategy: case studies	4
2	A journey through innovation: defining forms, discovering places and exploring the tools that will shape tomorrow	4
2	Digital strategies, radical innovation and Design thinking	4
2	Branding and word design	4
2	Meaningful Branding	4
2	Brand communication in the digital age : integrated or disintegrated?	4
2	Corporate Communications in a globalized world	4
2	Political Communication in contemporary democracies	4
2	The international market of TV formats: fundamentals and challenges	4
2	The video game world	4
1	Crisis management, issue management : regards croisés France / États-Unis	4
1	Reputation means business: an introduction to corporate street cred	4
1	Communication Strategies for "Augmented Influence": from Crisis Management to Reputation Building Opportunities	4
1	Digital Strategy, Learning From The Best	4
1	Digital at the heart of strategic thinking : click here to enlarge your knowledge	4
1	Brands international management	4
1	From French terroir wines to international brands : understanding the culture of a fermenting industry	4
1	Digital pop culture	4
1	Growth hacking : la communication digitale pour développer votre start-up	4
1	A journey through innovation: defining forms, discovering places and exploring the tools that will shape tomorrow	4
1	Web content : how to create engagement on the web	4
1	The revolution will not be digitalized	4
1	How to build great digital media experiences? Analysis of the media landscape from the user standpoint.	4
1	The video game industry: culture, actors, transformations	4
1	Mainstreaming Sustainability into Strategy and Communication	4
1	Networking the Net: How Social Media, Blogs and the Web 2.0 Engage an Active Audience	2
1	Tools for creating brand preference	2
1	Motion Design	2
1	Langue vivante 1	4
2	Judgment and Decision Making: Scientific Perspectives and Applications	2
2	Brand Assessment Bootcamp	2

<b>Master in Governing the large metropolis</b>		
1	Introduction to Urban History	4
1	Gouvernement and Governance of the Metropolis	4
1	Conflicts and Urban Change in Large Metropolis	4
1	Introduction to Statistical Reasoning and Quantitative Methods	4
1	Doing Qualitative Research on Urban Policies	4
1	GIS	2
1	Introduction to Structural Analysis and Social Networks	2
1	1st language	4
1	2nd language	4
2	Economics of the Large Metropolis	4
2	Law in Large Metropolis	4
2	GIS Advanced	2
2	Asian Metropolis	4
2	Latin American Metropolis	4
2	African Metropolis	4
2	North American Metropolis	4
2	Mediterranean and Middle Eastern Metropolis	4
2	Capstone	6
2	Study trip in a metropolis	2
2	1st language	4
2	Regulation by contracts : Limits and alternatives	2
2	Mediation	2
2	2nd language	4
2	Capital relationnel et capital social	4
1	Contemporary Urbanism: Roots, crises and interventions (in English)	4
1	Housing and Land in Large Metropolis	4
1	Economics as field-work: contracts, markets and Property Rights	4
1	Migration Issues in Large Metropolis	4
1	The Political Economy or Urban Utilities in the Global South: markets, regulations and providers	4
1	Mobility Issues in Large Metropolis	4
1	Digital City	2
1	Climate, Urban Transport and Multi-level Governance	2
1	Advanced Quantitative Methods	2
1	Open Data	2
1	Governance of Large-scale Project Implementation	2
1	Dealing with Poverty in Large Metropolis	2
1	Integrated Urban Development	2
1	Comparative Approach to Financing Metropolitan Development	2
1	Ecological Challenges and Communication Strategies in the Metropolis	2
1	Implementing Housing Policies	2
1	Policy-Making toward Migrants in Large Metropolis	2
1	Access to Services for All in Large Metropolis	2
1	Urban policies for culture and development: a collective enterprise?	2
1	Urban security in Large Metropolis	2
1	1st language	4
1	2nd language	4
1	Culture in Large Metropolis	4
1	The political economy of European Welfare systems	4
<b>Master of regional and urban strategies</b>		
1	Introduction to Urban History	4
2	Comparative Electoral Behavior	4
2	Minority Incorporation and Discrimination	4
1	Contemporary Urbanism: Roots, crises and interventions	4
<b>Master in European Affairs</b>		
1	Public economics - Beginner	6
1	Public economics - Intermediate	6

1	Public economics - Advanced	6
1	Policy Analysis and Policy Evaluation - Beginner	6
1	Policy Analysis and Policy Evaluation - Advanced	6
1	The Constitutional Foundations of the European Union	6
1	Macro-Economics for Public Policy	4
1	A modern foreign language (required)	4
1	A second modern foreign language (optional)	4
2	Economics of European Integration	4
2	Regulating the European Internal Market	4
2	The EU in times of crisis	6
2	Behavioral Policy	4
2	Evaluation of Public Policy	4
2	Comparative Economic Laws of Regulation	4
2	Microfinance	4
2	Rating: sovereign and macro risks	2
2	Economics for strategy	2
2	Regulatory Economics	4
2	Energy Transition	4
2	Economie maritime	4
2	Managerial Economics	4
2	Competition policy	4
2	Economics and Law	4
2	Current issues in monetary policy and banking	4
2	Economics of development	4
2	Business Plan	4
1	Ethics and Public Policy or Democracy	4
1	Political Economy	4
1	Econometrics	4
1	Public Budgeting & Management	4
<b>Paris School of International Affairs (PSIA)</b>		
2	Political Philosophy of Nature	6
2	The concept of Race: Historical and Philosophical perspectives	6
1	Political economy of development	6
2	Economics and Society	6
2	International Political Economy	6
2	Comparative Social Policy in the 21th c. Theory and Practice	6
1	Governing (in) Globalization: the comparative and international politics of public policy	6
1	Advanced political analysis	6
1	Media & Democracy	6
1	The future of the media: new models and economic perspectives	6
1	Sociophysics	6
2	Political Philosophy of Law	6
2	Is a gender-equal society possible?	6
1	Anthropology: some keys to understanding mankind, cultural diversity and the variety of social forms	6
2	Capitalism Today: learning from the divergent paths in the chinese World	6
2	Comparing European Societies: together or apart?	6
1	Understanding The Use of Force in World Politics (Lecture)	4
2	International Mediation & Conflict Resolution	4
2	Issues in Contemporary Conflict Resolution (Lecture)	4
2	From Peacekeeping to Peacebuilding (Lecture)	4
2	Ethno-Political Conflict and International Law	4
1	American Military Power in the World Today	4
2	Crisis Management in Practice	4
2	International Trade Law and the WTO	4
1	Policy Analysis and Policy Design	4
1	Foundations of Strategic Thinking (Lecture)	4

1	The Political Economy of International Development (Lecture)	4
1	Introduction to Development Practice	4
2	Can the World be Governed ? Prospects and Challenges of Global Governance	4
2	Microeconomics for Decision Makers (Lecture)	4
2	The Changing Political Economy of Central Banking (Lecture)	4
1	Global Economic Governance (lecture)	4
2	Global Civil Society (Lecture)	4
1	Global Financial Regulation	4
1	Global Financial Regulation (Lecture)	4
2	Social Protection Systems in the Western World	4
2	Introduction to Econometrics using STATA : Application to Policy Evaluation	4
1	Statistics and Data Analysis for Policymakers	4
2	International Public Law (Lecture)	4
2	WMD Counter-proliferation: Interdiction, Deterrence and Defense	4
2	Simulation Workshop: the Iranian case (48h)	4
2	Use of Armed Forces	4
2	Working in Post Conflict Countries	6
2	Development and Common Pool Resources Management	4
2	Sustainability of Growth in Developing Countries (Lecture)	4
2	Sustainable Development of Agriculture and Food Systems	4
2	Negotiating Development in the Global South	6
2	Micro Finance: 40 years later, where do we stand?	6
2	Business Law and Practice in China - Applied Sinology	4
2	Communication Workshop in Development, Post-Conflict and Humanitarian Environments	6
2	NATO and the EU : challenges of current international crises	4
2	The rise of the BRICS: Development Strategies and Governance Challenges	4
2	The Art and Ethics of Leadership	6
1	Introduction to Critical Security Studies (Lecture)	4
2	War and Peace in European Neighbourhoods	4
2	Victims' Rights, International Criminal Law and proceedings	6
2	International Organizations: Law and Practice on the International Civil Service	4
2	War and the International Order	4
2	Law of Armed Conflict	4
1	International Economics: A History of Globalization (Lecture)	4
1	Introduction to International Economics: A History of Globalization (Lecture)	4
1	Natural Resource Economics - Advanced (Lecture)	4
1	Development Economics: Macroeconomic and Political Economic Issues (Lecture)	4
2	Technology in International Development: Key Issues and Debates	4
2	Global Hunger	4
2	Global Governance: Overcoming Fragmentation	4
2	Causes of War	4
2	Education for Development	4
1	Economics and Globalization (lecture)	4
2	Africa Rising	4
2	Monitoring and Evaluation of public policies in the framework of development	4
2	From Aid Effectiveness to Development Effectiveness	6
2	Political Military Relationship, from Theory to Practice	6
2	Fragile States in a Globalized World	6
2	Project Management for Sustainable Development	4
1	Leading Change (Lecture)	4
1	Building long-term relationships and sharing value with stakeholders in an international environment	4
1	Cybersecurity operational and policy challenges (Lecture)	4
1	Global Issues and Leadership: A joint transatlantic course with the Nunn School of International Affairs, Georgia Tech	4
2	International Law and the Use of Force	4
2	International Law and the Use of Force (Lecture)	4

2	The United Nations in Practice : the Case of Disarmement	6
1	Gender and Conflicts (Lecture)	4
1	EU Approaches to Security: Global Strategy and Regional Issues	4
1	The EU's Foreign Security and Defence Policy : Genesis, Evolution, Potential and Limits (Lecture)	4
1	Defence Industry : Governance and Relations with Governments	4
1	New Combination of Hard and Soft Power: Case study of Contemporary Russia	4
1	Managing international crises and ensuring collective defence: case studies and lessons learned (1995 to present day)	4
1	Diplomacy and Negotiation	4
2	Simulation of Negotiations : Ukraine-Russia-European Union relations	4
2	Equality, Discrimination, Affirmative Action: A Comparative Perspective	4
2	Security in a Nuclear-armed World (Lecture)	4
2	Conduct of Strategy	4
2	Law of International Organizations	4
2	International Law and Security	4
2	Rule of Law and Development	4
2	Normandy Staff Ride	4
2	Cryptowars Redux: Negotiating Security and Privacy in the Digital Realm	4
2	Lectures on the general crisis of the international system	6
2	Mapping and Designing National and Global Strategies to Counter Terrorism and Transnational Organised Crime	4
2	Diplomacy in Practice	4
2	Relations internationales : lignes de	4
2	Comprehensive Approach and Current Military Operations (Security/Governance/Development nexus)	4
2	Gender and the Challenges of State-collapse, Peacebuilding and Statebuilding	4
2	International Organizations : UN, EU, NATO : Challenges and Evolution	4
2	Peer to Peer international workshop: Challenging Extremism	4
1	International Development Cooperation: Actors, Finance, Instruments, Policies and Politics	4
2	Cultural Intelligence and Self-awareness - Understanding Diversity and Cross Cultural Management	6
2	Comparative Education Policy	4
2	Political Economy of Climate	4
1	The Euro crisis. Political and Economic Perspectives	4
1	International History of Economic Policy	4
2	Changing Dynamics of Business and Government Collaboration	4
2	Country Development Strategies: the HRV Framework	4
2	Law and Responsibilities of Internationale Organization	4
2	Responsability of International Organisations: Law and Global Governance	4
2	Political Economy of Development in the Middle East and North Africa	4
2	Cyber Law	4
2	Cyberlaw (Lecture)	4
2	Creating Sustainable Businesses and Policies	4
2	Human Resource Management and Leadership in Development Settings	4
2	Gender and development from a rights-based approach: Achieving gender equality in international cooperation	4
2	Global Firms	4
Each Term	Quantitative Tools level I	4
1	Applied Econometrics with Stata - Beginners	4
1	Applied Econometrics with Stata - Advanced	4
1	Sciences politiques des Relations Internationales (Cours Magistral)	4
1	Agriculture and Food in the Global Agenda (Lecture)	4
2	The Politics of Climate Change	4
2	Introduction aux principes du droit de l'environnement et techniques de mise en œuvre	4

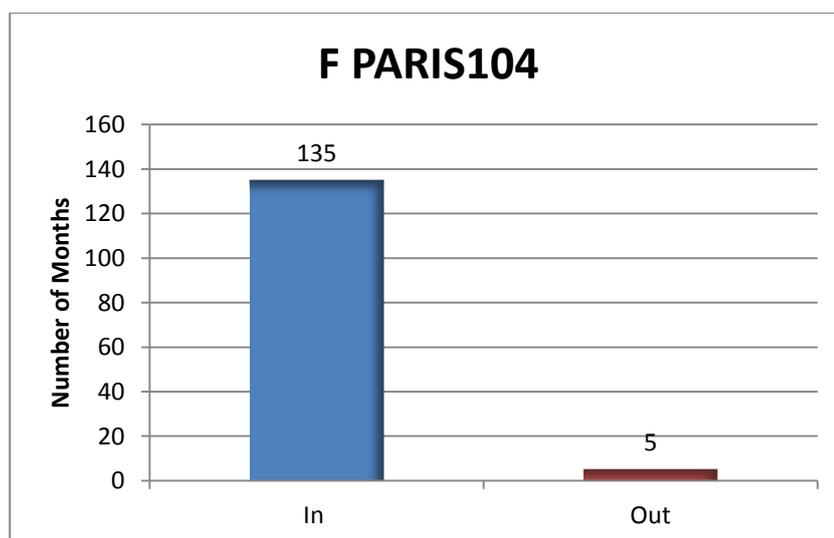
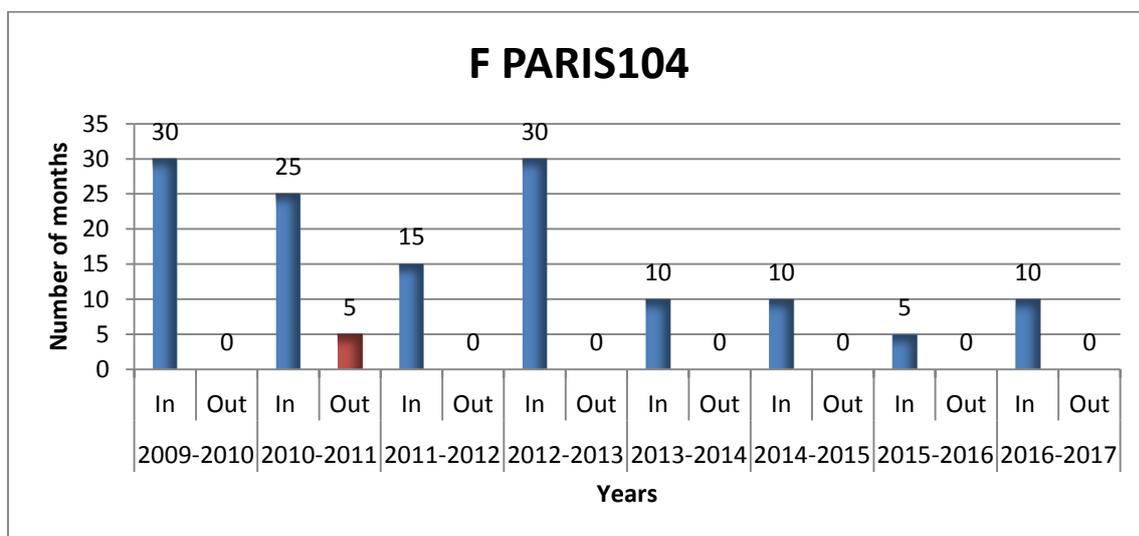
2	Climate Change and International Security	4
1	Introduction to Environmental Economics (Lecture)	4
1	Defense and Security Economics (lecture)	4
2	Economics of Conflict	4
1	Economie de la défense	4
2	The Political Economy of the Defence Industry	4
2	The International Criminal Court and Human Rights	4
2	Protection :Through the Looking Glass of the UN Security Council	6
2	Fundamentals of International Criminal Law	4
2	International Public Diplomacy and Communication	4
2	Theory and Practice of Diplomacy (Lecture)	4
2	Practising Diplomacy today: an Ambassador at Work	4
2	The Craft of Diplomacy: how an Embassy Works	4
2	Applied diplomacy: Decision Making–Communication-Crisis Management	4
2	Multilateral Diplomacy : the Case of Climate (Lecture)	4
2	History of Nation Branding, Soft Power and Cultural Diplomacy (Lecture)	4
2	Foreign Policy and Diplomacy : Current Dynamics	4
1	Impact Evaluation in International Development	4
1	International Trade (Lecture)	4
2	East Asia and Europe Facing a New World Together - Economic Perspectives	4
2	Macroeconomics of Development: Economic Policy and Growth	4
2	International Business and Trade Regulation	6
1	Econometrics - Advanced (Lecture)	4
1	Econometrics - Beginners (Lecture)	4
2	International Macroeconomics (Lecture)	4
1	Game Theory in the International Arena (Lecture)	4
2	The Political Economy of European Monetary Unification	4
2	European Union Competition Policy	4
2	Advanced Econometrics: Time Series	4
2	International Debt Fundamentals	4
2	Advanced Econometrics: Panel Series	4
1	Reforms and Growth in Emerging Economies (Lecture)	4
1	The Nexus between Energy - Climate - Water (Lecture)	4
2	Managing operational information and analyses in an international environment	4
2	From Homeland Security to Societal Security	4
2	Secret Intelligence in the Digital Age (Lecture)	4
2	Economics of International Migration: Challenges and Policies	4
2	From AIDS to Zika : Economic and Financing Challenges for the Global Health (Bilingual French-English)	4
1	Strategies, Policy-making and Governance in Global Health (Lecture) Bilingual French-English	4
2	Non State Actors in Global Health	4
2	International Cooperation in Health and Health systems of Low-Income Countries	4
2	New Philanthropy, Development & Social Investing	6
1	Innovation sociale et Entrepreneuriat social (Cours Magistral)	4
1	"D4D" - Digital for Development : hands-on projects to foster development through IT	4
1	Project Management and Sustainable Development	4
2	Public Policy: Strategy, Policy-Making Process, Implementation and Evaluation	4
2	Innovation in the Public Sector	6
1	Managing action in complex international organization	4
2	Corporate Social Responsibility across Organizations	4
2	Evaluating social programs : Randomized Experiments	4
2	Development Evaluation Politics and Practice - Special Topics from Africa	4
1	The United States in the World. Nature and Contradictions of U.S. power (Lecture)	4
2	Defense and Security in Asia (Lecture)	4
1	The EU Facing the New World's Challenges (Lecture)	4
2	Brexit	4
2	Diplomatic Successes and Failures: the Arab Israeli Conflict as a Case Study	4

2	Lessons (not) Learnt in Afghanistan	4
2	The Military and Security Sector in the Arab World	4
2	Security Issues in Post-Soviet States	4
2	Pakistan at the Crossroads – once again	4
1	Mapping Controversies : Taxing Transnational Corporations	4
2	Mapping controversies: Counting the dead	4
1	Mapping Controversies: Cryptocurrencies, Economy and Environment: Finding Alternatives to the "Proof of Work" Concept	4
2	Mapping Controversies: How (not) to be a Bad Trader. The Regulation of Financial Information	4

- a) University code: **F PARIS104**
- b) Study field: **Business**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

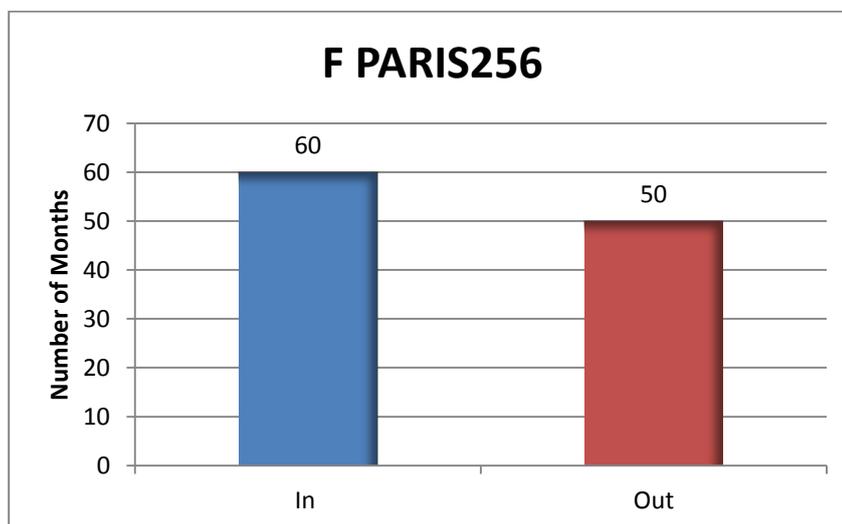
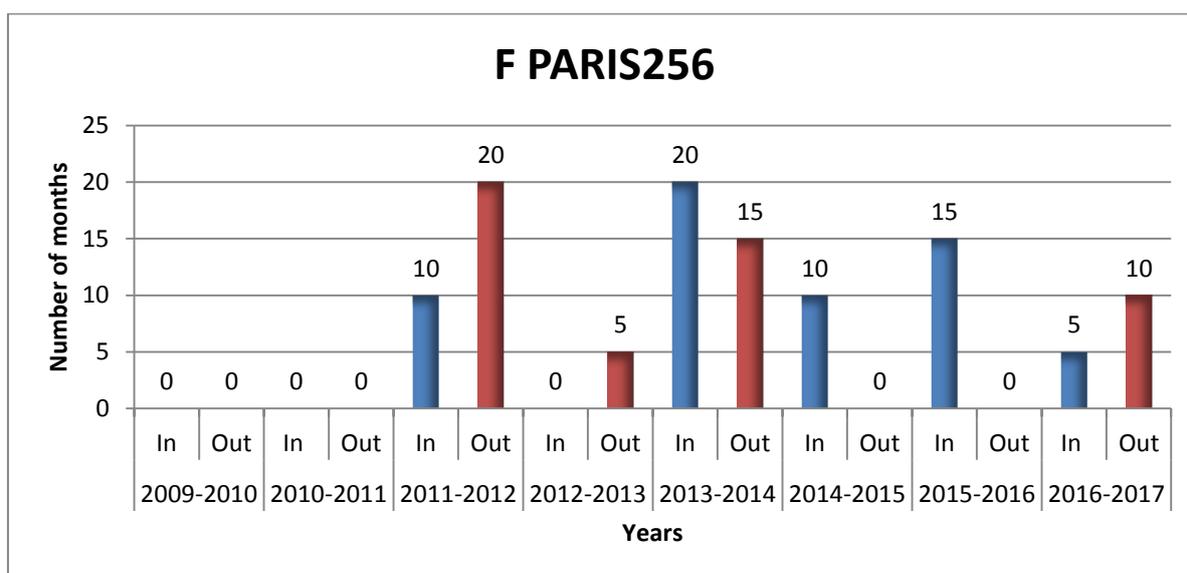


Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in French: **Not provided /** Course offer in English: **Not provided /** Language  
 requirements: **Not provided /** List of courses in French: **Not provided /** List of courses in  
 English: **Not provided** Language requirements: **Not provided yet**

- a) University code: **F PARIS256**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
French	Mandatory	B2
English	Mandatory	B2

k) List of courses in French: **Level- Bachelor**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Accounting 1	6
1	Fundamental Marketing	6
1	Information and media	6
1	Right for manager 1	6
1	International Relations 1	6
1	Emerging Powers 1	6
1	Mathematics for managers 2	6
1	Management Commercial 1	6
1	International Monetary Economy	6
1	Organizational behavior	6
1	Financial markets 1	6
1	General compatibility	6
1	International relationships	6
1	Strategic and operational marketing	6
1	Contemporary geopolitics	6
1	Economy for managers	6
1	Mathematics for managers	6
1	Management	6
2	Accounting 2	6
2	Operational Marketing	6
2	Mathematics for managers 1	6
2	Economy for managers 1	6
2	International Relations 2	6
2	Emerging Powers 2	6
2	Fiscal law	6
2	Right for Manager 2	6
2	Business case	6
2	Cost accounting	6
2	Corporate Finance 1	6
2	In-depth comptability	6
2	Taxation of persons	6
2	Business Finance	6
2	Law for managers	6
2	commercial management	6
2	Financial markets	6

l) List of courses in French: **Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Finance for managers	6
1	strategic management	6
1	Legal and tax management	6
1	Operations Management	6
1	Company strategy	6
1	Marketing Management	6

m) List of courses in English: **Level- Bachelor**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
2	Accounting	6
1	Analysis and Synthesis	6
Each Term	Basic Calculus	6
2	Business Ethics & Corporate Social Responsibility	6
2	Business Intelligence	6
Each Term	Business Law	6
1	Business Planning	6
Each Term	Business Strategy	6
Each Term	Communication skills	6
1	Computer for business	6
Each Term	Consumer Behavior	6
1	Corporate Finance	6
2	Critical Thinking	6
2	CRM in the Luxury Industry	6
2	Digital Business	6
1	Economics for Manager 2	6
Each Term	Economics of Innovation	6
2	Entrepreneurship	6
1	Financial Markets	6
2	Financial Reporting and regulation	6
Each Term	Financing New Ventures	6
Each Term	French Begginer	6
Each Term	French Intermediate	6
1	Fundamentals of the Luxury Industry	6
Each Term	Geopolitics	6
2	Geopolitics of the Luxury Industry	6
2	Global Risk Management	6
1	History of Luxury	6
1	Human Resources Management	6
Each Term	Intercultural Communication	6
2	Intermediate Algebra	6
Each Term	International Business	6
1	International Business Environment 1	6
2	International Finance	6
1	International Marketing	6
1	International Relations 1	6
2	International Strategic Management	6
1	IT Business Information Systems	6
2	Luxury Brand Management	6
1	Luxury Merchandising	6
2	Management	6
2	Management of Change and Innovation	6
1	Managerial Accounting	6
Each Term	Managerial Economics	6
2	Marketign Research	6
Each Term	Marketing	6
2	Marketing of services	6
2	Marketing Planning & Strategy	6

Each Term	Mathematics for Manager	6
Each Term	Organizational Behavior	6
2	Portfolio Management	6
1	Principle of Investments	6
Each Term	Principle of Management	6
1	Principles of Accounting	6
1	Principles of Advertising	6
2	Principles of Business law	6
2	Principles of Corporate Finance	6
2	Principles of Economics	6
1	Principles of Marketing	6
1	Principles of Operation Management	6
1	Project Management	6
Each Term	Quantitative and Qualitative Analysis	6
2	Sales techniques for Luxury Brands	6
Each Term	Sociology	6
1	Strategic Management	6
1	Strategic Marketing	6

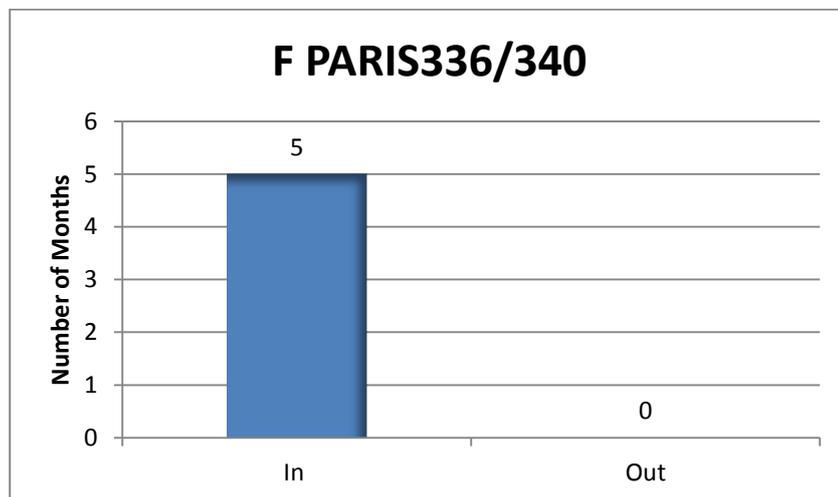
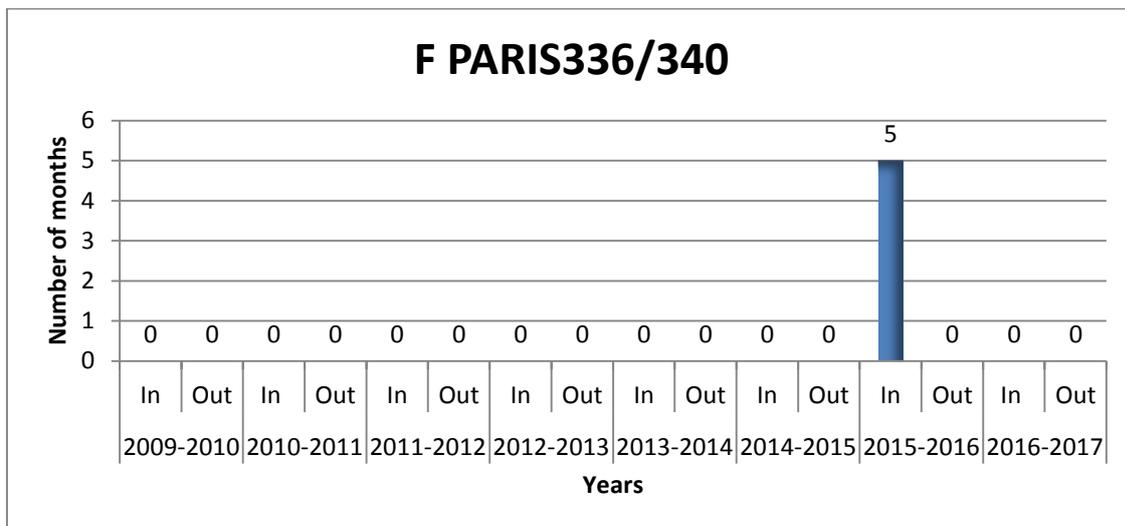
n) List of courses in English: **Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Managerial Accounting	6
1	Financial Management 1	6
1	Marketing Management 1	6
1	International Business Strategy 1	6
1	Corporate Strategy	6
2	Financial Markets	6
2	Portfolio Management	6
2	Advanced Financial Analysis	6
2	Regulations and Taxation	6
2	Risk Management	6
2	Securities transactions and tools for financial markets	6
2	International Business Strategies 2	6
2	International Business Environment 2	6
2	International Project Management	6
2	Financial Management 2	6
2	Entrepreneurship and Innovation Management	6
2	Corporate Social Management	6
2	Corporate Finance	6
2	E Business and IT Management	6
2	Logistics and Supply Chain Management	6
2	Strategic Cost Management	6

- a) University code: **F PARIS336/340**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

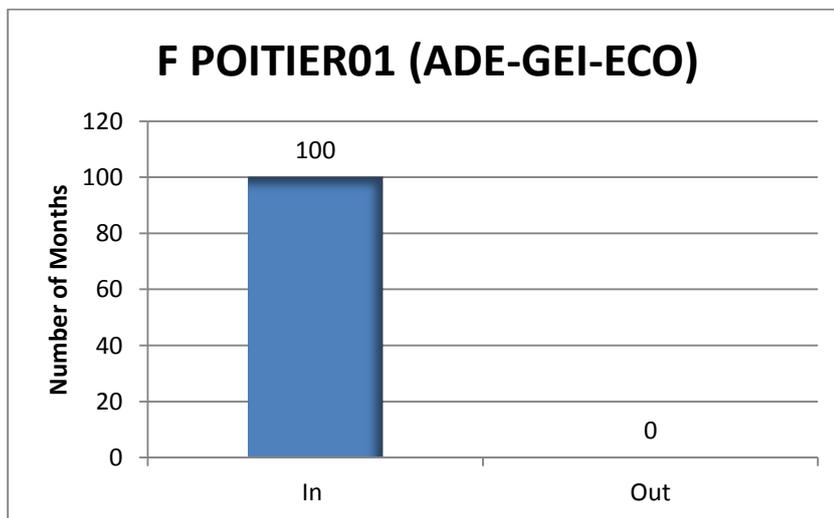
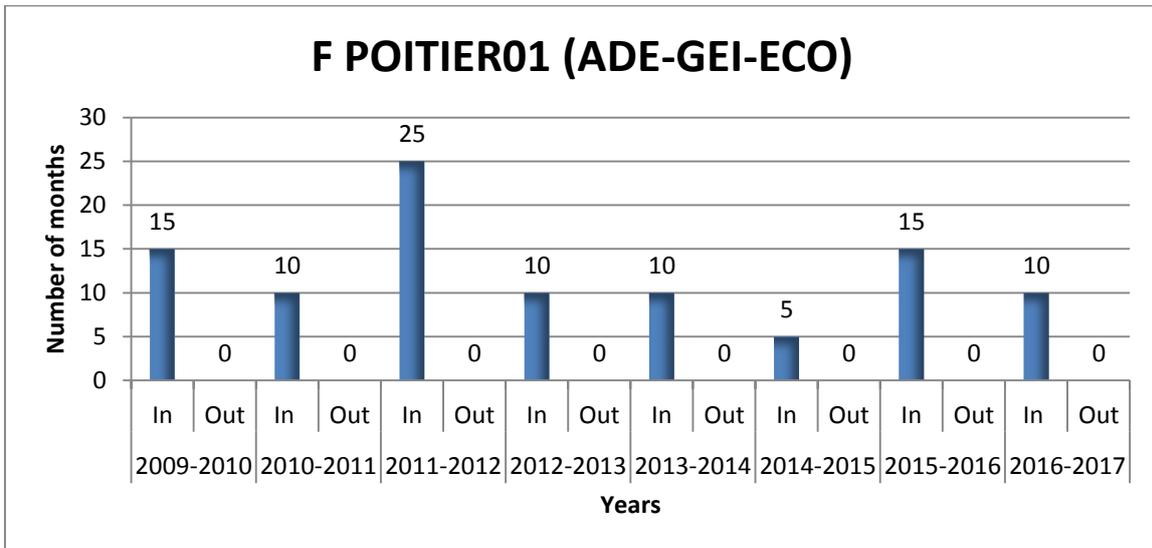


Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in French: **Not provided /** Course offer in English: **Not provided /** Language requirements: **Not provided /** List of courses in French: **Not provided /** List of courses in English: **Not provided** Course offer in French: **Not provided yet**

- a) University code: **F POITIER01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	If courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B1	Both

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Principles of economic analysis	6
1	Notions and measures of the economy	5
1	History of economic facts	4
1	Statistics	2
1	Mathematics	2
1	IT / Communication	2
1	Sociology	3
1	Law and Institutions	3
1	Microeconomics	3
1	Marketing	3
1	Economy of the company	3
1	Currency and Financing of the Economy	4
1	Economic History	2
1	Applied Statistics	2
1	Mathematics	2
1	Computing	2
1	Economics and documentary research	3
1	Financial markets	4
1	Strategy and Corporate Finance	5
1	Enterprises and territories (including statistics applied to spatial analysis)	3
1	Business Cycles	4
1	Computer Surveys	3
1	Econometrics	6
2	Microeconomics	5
2	Accounting and business management	4
2	Macroeconomics	4
2	Economic History	2
2	Applied Statistics	3
2	Mathematics	3
2	IT / Communication	3
2	Microeconomics	3
2	Management Simulation (Business Game)	3
2	Macroeconomics	5
2	International trade	4
2	Applied Statistics	3
2	Economics file and documentary research or internship report	3
2	Mathematics	3
2	International Monetary Economy	3
2	Sector analysis	3
2	Banking Economics	3
2	Financial market theories	3
2	History of economic thought	3
2	Economic growth	3
2	Computing	3
2	English	3

l) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Economy of innovation	3
1	Marketing strategy	4
1	Data analysis	3
1	Financial markets	7
1	Integration and economic policy	5
1	Commodity Markets	5
1	Marketing strategy	4
1	Research Methodology	3
1	Computing	3
1	Corporate international strategies: sectoral analysis	4
2	International financial systems	5
2	Banking Economics	4
2	Business Finance	5
2	Heritage Law	4
2	Financial management of projects	6
2	English	3
2	Computing	3

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
Each Term	English	2
Each Term	English of which preparation for certification	3

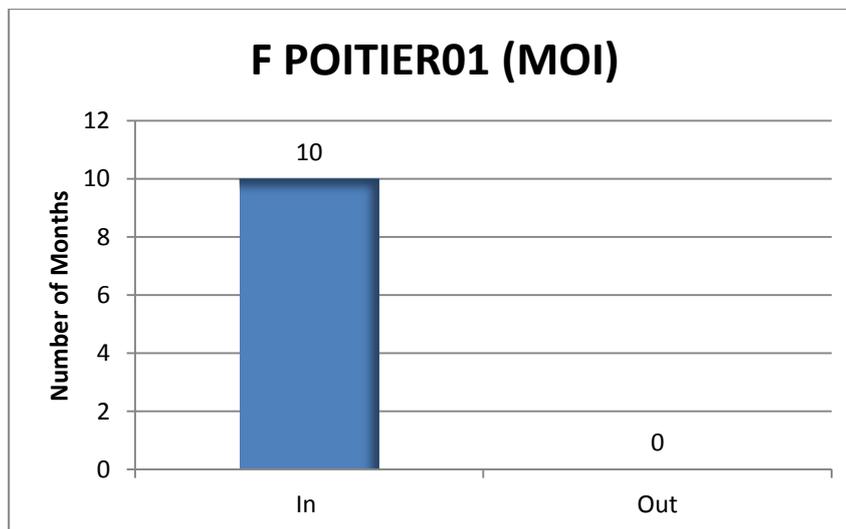
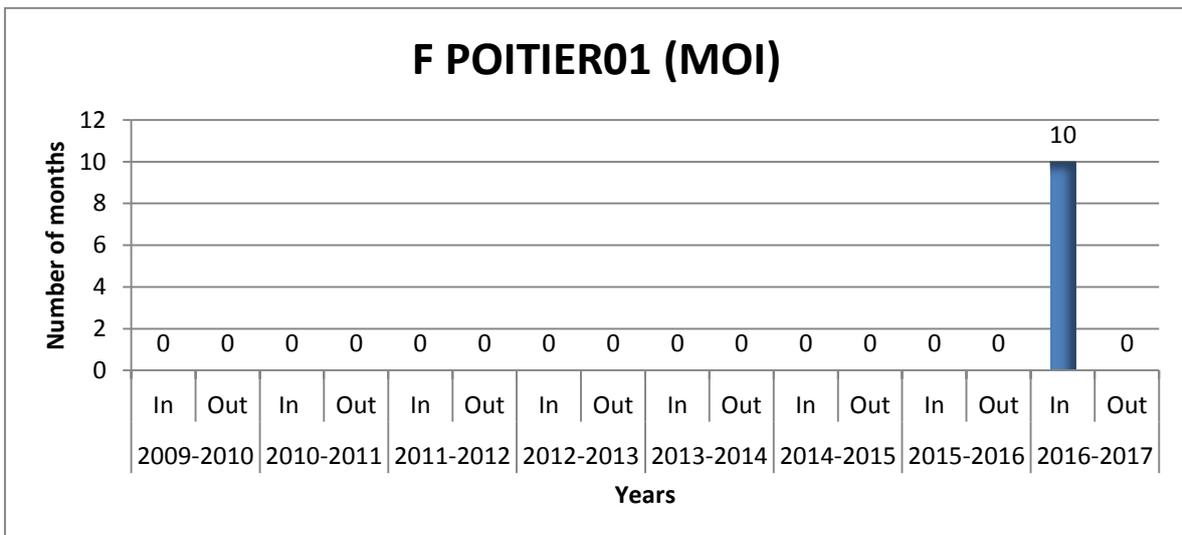
n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Globalization, theory and history	4
1	Business case study	2
1	International Corporate Strategies	4
1	Territorial Diagnosis	4
1	Anglais	3
1	International Finance	4
1	Territorial attractivity	3
1	Country risk analysis	4
1	Corporate international strategies: sectoral analysis	4

- a) University code: **F POITIER01**
- b) Study field: **Social sciences, Business and Law (Master in Internationalization)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Course offer in French: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B1	Both

French	Mandatory	B1; C1 (master 1&2)	Both
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j) List of courses in French: **Level- Master**

Term	Title	ECTS
1	International Financial Aspects	9
1	Accounting and control	9
2	Accounting and finance	15
Each Term	Environment of the company	6 or 12
2	Human Resource Management	15
Each Term	Languages	3
2	Management International	15
1	Management International	9
1	Marketing and international strategy	9
2	Operational and relational marketing	15
1	Organization and management	9
1	Marketing Tools	9
Each Term	Customization of routes	3
Each Term	Practice of economic intelligence	9
Each Term	Specialized Communication Practices	9
Each Term	Professional Practices	9
Each Term	Strategy and Management	6
1	Corporate strategy and policy	9

k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Foreign Languages	3
1	International Corporate Policy	9
1	International Financial Aspects	9
1	International Management	9

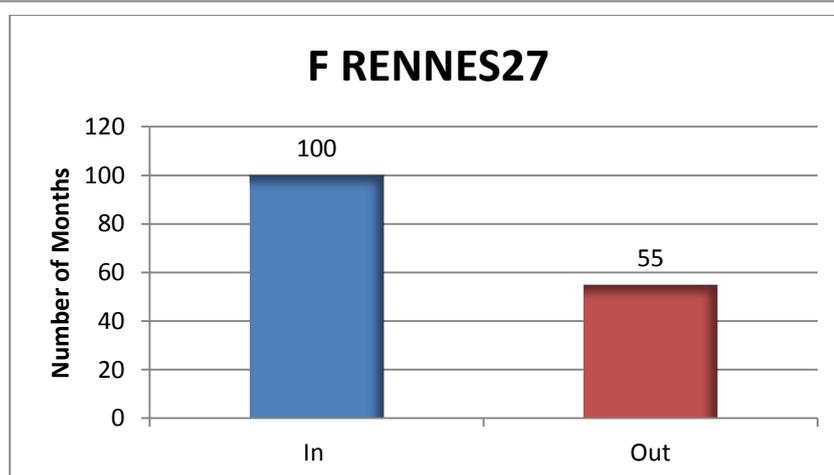
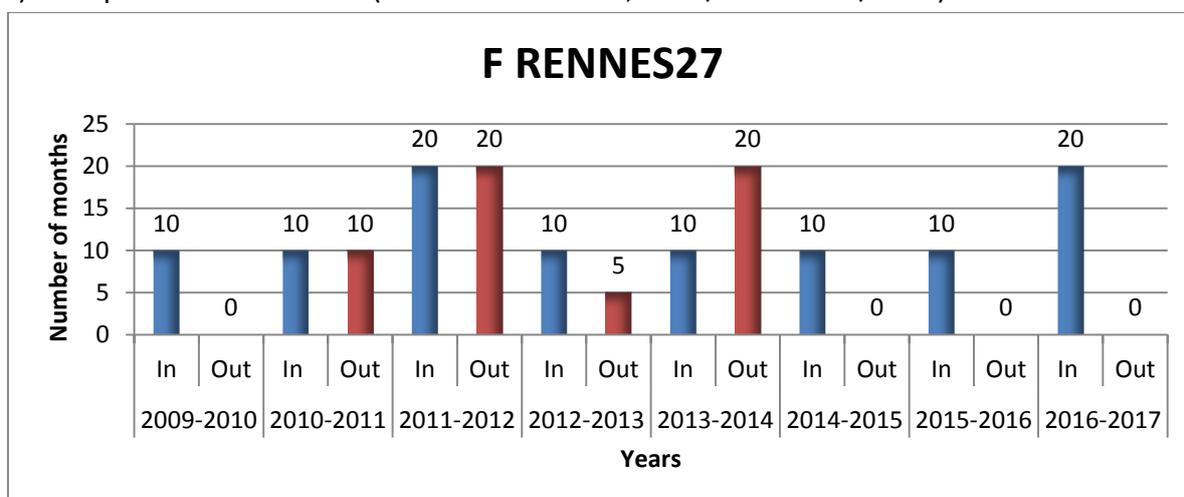
# ECOLE SUPERIEURE DE COMMERCE DE RENNES



- a) University code: **F RENNES27**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Mandatory	B2	BOTH: English + French (only if electives in French are chosen), not applicable to the "French Language class"
French	Mandatory	B2	BOTH: English + French (only if electives in French are chosen), not applicable to the "French Language class"

k) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Fundamentals of Accounting	4
1	Fundamentals of Law	4
1	Fundamentals of Marketing I	4
1	Introduction to Corporate Functions	4
1	French language	3
1	French Culture	3
2	Introduction to Information Technology	4
2	Fundamentals of Negotiation	2
2	French language	3
2	French Culture	3

l) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
<b>Undergraduate Level 3 Programme</b>		
1	International Human Resource Management	4
1	Project Management	4
1	Entrepreneurship and Innovation Management: Fundamentals	4
1	Financial Mathematics	4
1	Concepts of Corporate Finance	4
1	Financial Analysis	4
1	Distribution and Channel Management	4
1	Marketing Metrics	4
1	Salesmanship and Sales Force Management	4
1	Supply Chain Management	4
1	Purchasing Management	4
1	Inventory Management & Warehousing	4
1	French Language	3
1	French Culture	3
2	Business Ethics	4
2	International Negotiations Skills	4
2	Strategy	4
2	Financial Markets and Risk Management	4
2	Banking systems and Services	4
2	Fundamentals of Auditing	4
2	Digital Marketing	4
2	Business to business marketing	4
2	Merchandising	4
2	Production Systems	4
2	Sourcing	4
2	Transportation and Distribution	4
2	Doing Business in France	5
2	French Language	3
2	French Culture	3
<b>Undergraduate Level 4 Programme</b>		
1	Corporate Social Responsibility	5
1	Financial Markets & Portfolio Management	5
1	Financial Analysis	5

1	Corporate Finance	5
1	Strategic Human Resource Management	5
1	Information Technology Management	5
1	Advertising	5
1	Business to business marketing	5
1	Managing Cultural Diversity	5
1	Project Management	5
1	Supply Chain Management Fundamentals	5
1	Strategic Management Fundamentals	5
1	Entrepreneurship & Small Business Management	5
1	European Geopolitics	5
1	French Language	5
1	French Culture	5
2	Corporate Social Responsibility	5
2	Financial Markets & Portfolio Management	5
2	Financial Risk Management	5
2	Strategic Human Resource Management	5
2	Recruiting & Training	5
2	Management of Information Systems	5
2	Implementation of Business Information Systems	5
2	New Products & Brand Management	5
2	Services Marketing Management	5
2	Business to business marketing	5
2	Operations Management	5
2	Principles of Purchasing	5
2	Purchasing and Logistics	5
2	Doing in Business in France	5
2	European Geopolitics	5
2	French Language	3
2	French Culture	3

m) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Advanced Accounting and Consolidation	6
1	Advanced Corporate Finance	6
2	Advanced Financial Analysis	6
2	B2B Marketing	6
2	Competitive Strategy	6
1	Coordination in the Supply Chain Management	6
Each Term	Corporate Social Responsibility	6
Each Term	Customer Experience Management	6
1	Database for Direct Marketing and e-CRM	6
2	Designing User Experience & Web Analytics	6
2	Doing Business in France	5
1	Exchange Markets	6
1	External Auditing	6
2	Financial Engineering and Trading	6
2	Financing New Venture	6
2	Franchising Strategy & Business Operations	6
Each Term	French Culture	3

Each Term	French Language	3
2	Global Supply Chain and International Trade	6
2	Integrating Online and Offline Marketing Communications	6
1	International Business	6
1	International Consumer Behaviour	6
2	International Financial Reporting	6
1	International HRM 1 (Compulsory Course)	6
2	International HRM 2	6
1	International Marketing Management	6
2	International Purchasing	6
1	International Talent Management	6
1	Introduction to the Supply Chain Management	6
1	Knowledge Management	6
1	Management and Cost Accounting	6
2	Management Control	6
2	Management of Change	6
2	Management of Distribution & Transportation	6
2	Marketing Communication	6
2	Marketing Intelligence and Pricing Strategy	6
1	Marketing of Innovation	6
2	Next Organization	6
1	Omni-Channel Consumer Behaviour	6
1	Principles of e-commerce	6
2	Private Equity and Mergers & Acquisitions	6
1	Procurement & Inventory Management	6
Each Term	Project Management	6
1	Purchasing & Supply Chain	6
2	Purchasing Management	6
1	Quantitative Finance	6
2	Short-Term and Long-Term Financing	6
2	Sourcing & e-Purchasing	6
1	Strategic Management of Innovation	6
1	Stratégie Ressources Humaines	6
2	Team Development and Management	6

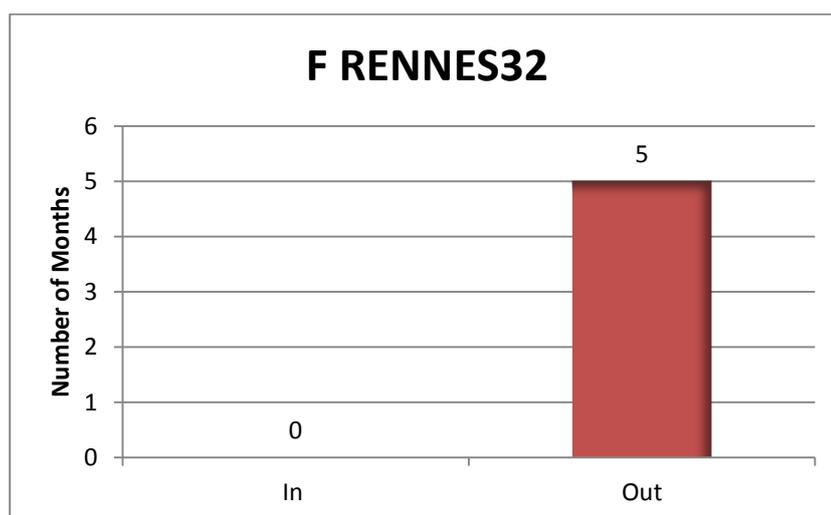
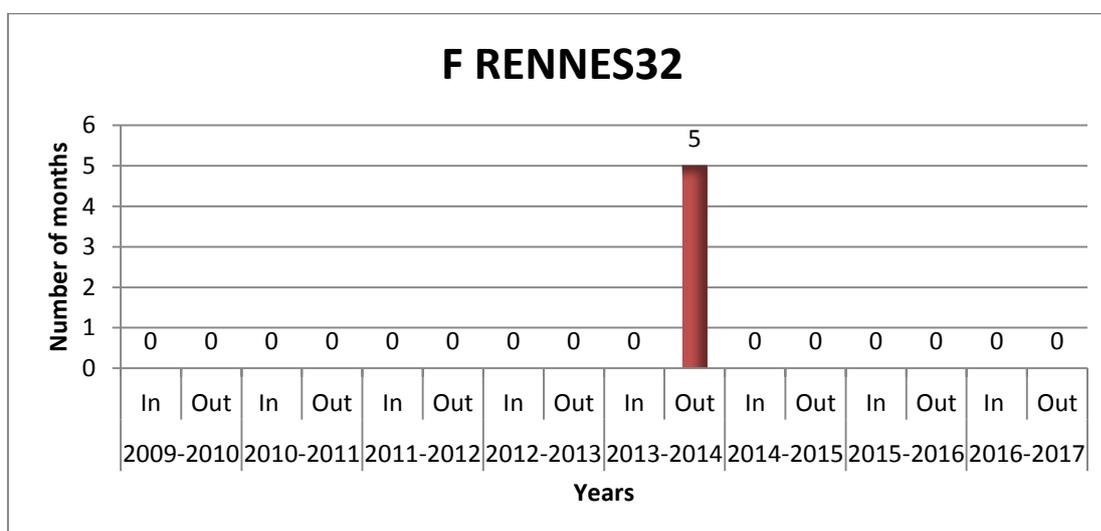
# ECOLE NATIONALE DE LA STATISTIQUE ET DE L'ANALYSE DE L'INFORMATION



- a) University code: **F RENNES32**
- b) Study field: **Statistics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in French: **Not provided /** Course offer in English: **Not provided /** Language requirements: **Not provided /** List of courses in French: **Not provided /** List of courses in English: **Not provided** Course offer in French: **Not provided yet**

# UNIVERSITÉ TOULOUSE 1

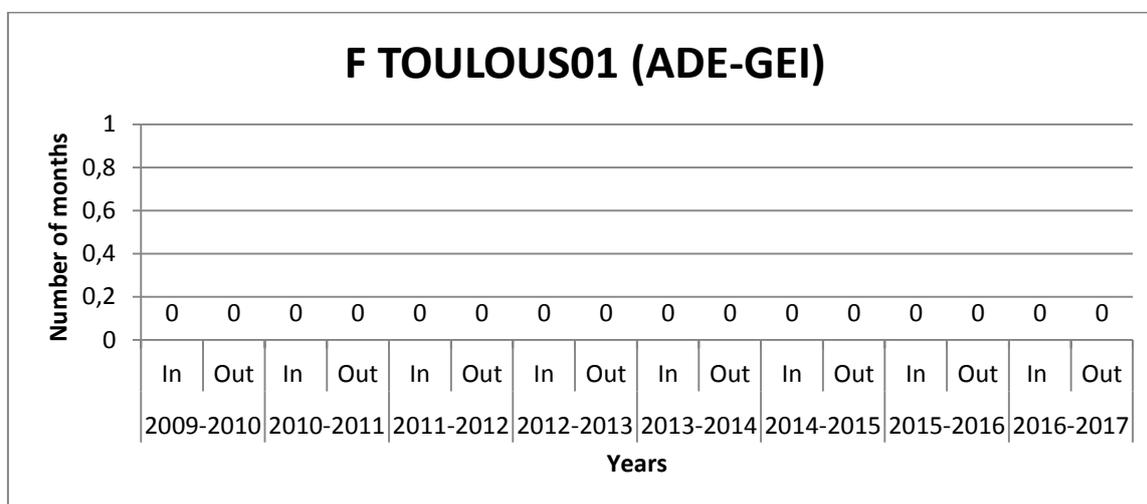
## CAPITOLE



- a) University code: **F TOULOUS01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in French: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in French: **Not provided yet** / List of courses in English: **Not provided yet** /

# UNIVERSITÉ TOULOUSE 1

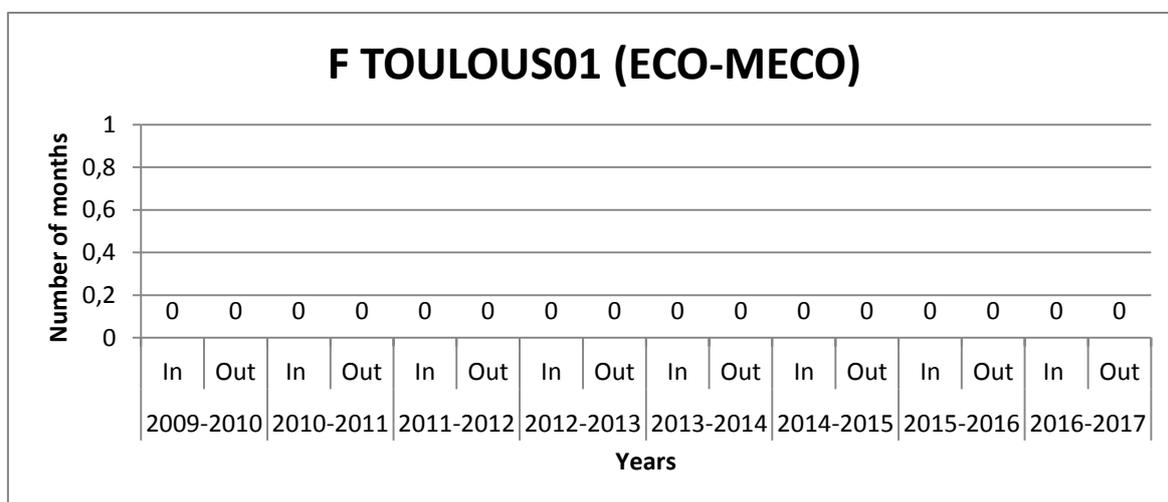
## CAPITOLE



- a) University code: **F TOULOUS01**
- b) Study field: **Economics and Master in Economics**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Mandatory	B2
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in French: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in French: **Not provided yet** / List of courses in English: **Not provided yet** /

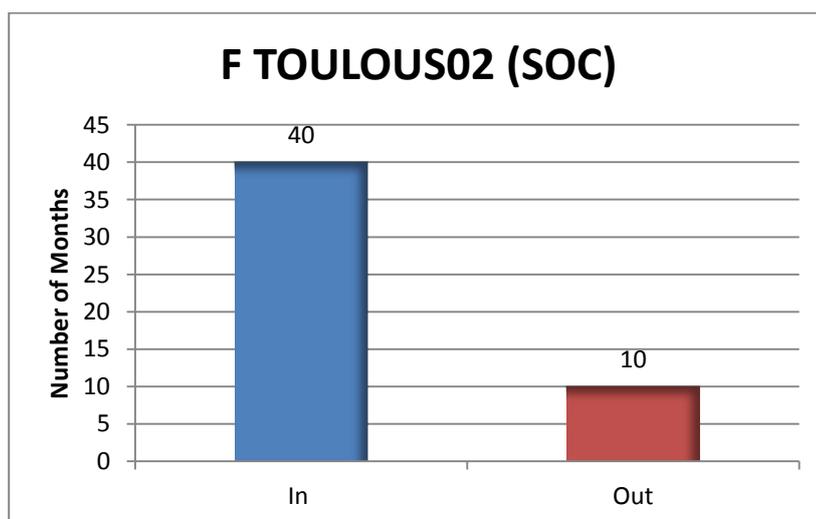
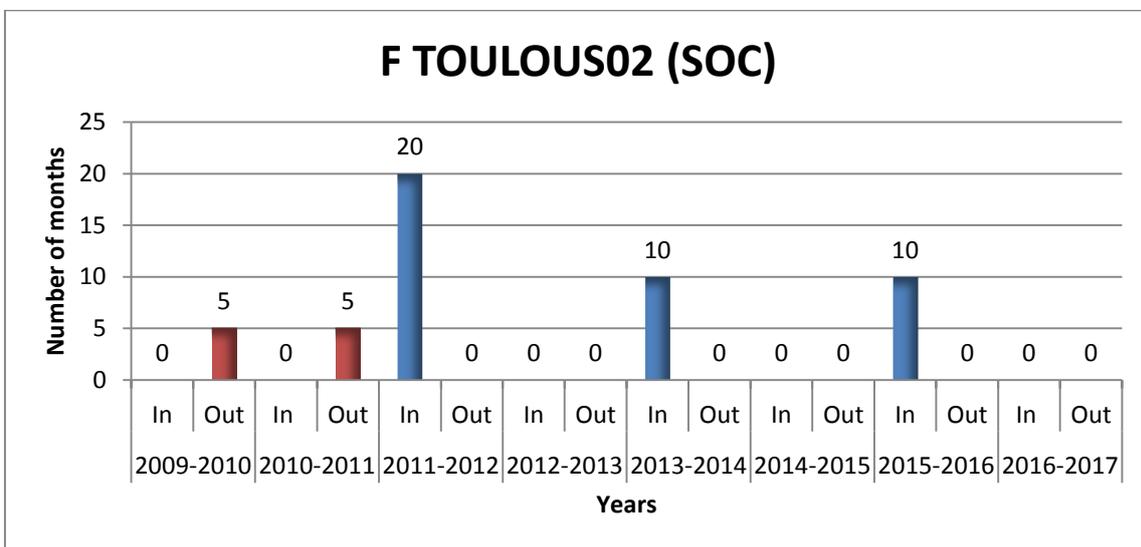
# UNIVERSITE DE TOULOUSE LE MIRAIL, TOULOUSE II



- a) University code: **F TOULOUS02**
- b) Study field: **Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
French	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in French: **Yes**
- i) Language requirements:

Language	Status	CEFR
French	Recommended	B1

j) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
1	Discovery of sociology	7
1	The theories of socialization	4
2	Initiation to the field survey in sociology	8
2	Methodological approaches in sociology	8
1	The fundamental authors of sociology	7
1	The sociological survey by observation	4
1	Quantitative Methods in Sociology	3
1	Sociology and contemporary issues 1	7
2	Social change and mobility	7
2	Sociological survey by interviews	4
2	Sociological survey by questionnaire	3
2	Sociology and contemporary issues 2	7
2	Sociology in public space	3
1	Explanatory pluralism in sociology	6
1	Sociological analysis of data	6
1	Development of an innovative project	3
2	Critical sociologies of modernity	6
2	Europeanization of social issues	6
2	Reflexivity and autosociobiographical writing	3
2	Deviance and Society	3
1	Education and Society	3
1	Women and gender equality in Europe	3
2	Gender Dynamics in Europe	3
1	Sociology of the city	6
2	Sociology of Media and ICT	6
1	Political sociology	6
2	Sociology of Work and Organization	6
1	Sociology of gender	6
2	Sociology of Education and Knowledge	6
1	Sociology of health and body relations	6
2	Sociology of the exchange	6
1	Sociology of the environment	6
2	Sociology of Migration	6

k) List of courses in French: **Level- Master**

Term	Title	ECTS
1	Masculinity, Migration	7
1	Practices of Social Intervention 1: Project	7
1	Vulnerability	7
1	Sociology of the fields of social intervention 1	3
1	Urban development	3
1	English applied to social sciences 1	3
2	English applied to social sciences 2	3
1	English applied to social sciences 3	3

2	International Trends in Sociology Research	3
2	Becoming a sociologist: researchers and professionals	3
1	New theories of action	7
1	Social Network Analyzes	3
1	Construction of the research object	3
2	Post-colonial worlds and globalization	3
2	Social Process Studies	3
2	Computer science applied to social mapping	3
1	Constructivist Approaches	3
1	Approaches to social dynamics	3
1	News of sociology	3
1	Professional and political regulation	7
1	Health, nutrition, companies	7
2	Users, professions and public action	3
2	Devices and policies	3
1	Science, Knowledge, Economy and Society	7
1	ICT, media, digital and cultural practices	7
2	Risks: health, body, environment	3
2	Mobility, Migration, Pathways and Life Experiences	3

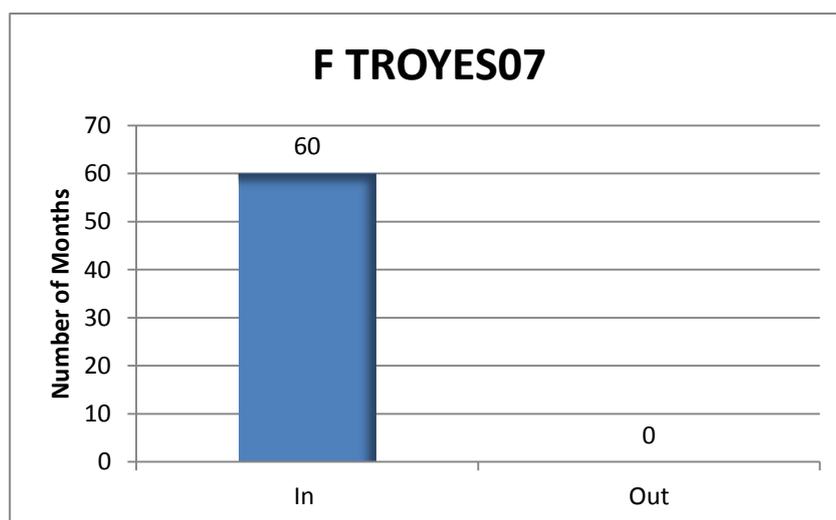
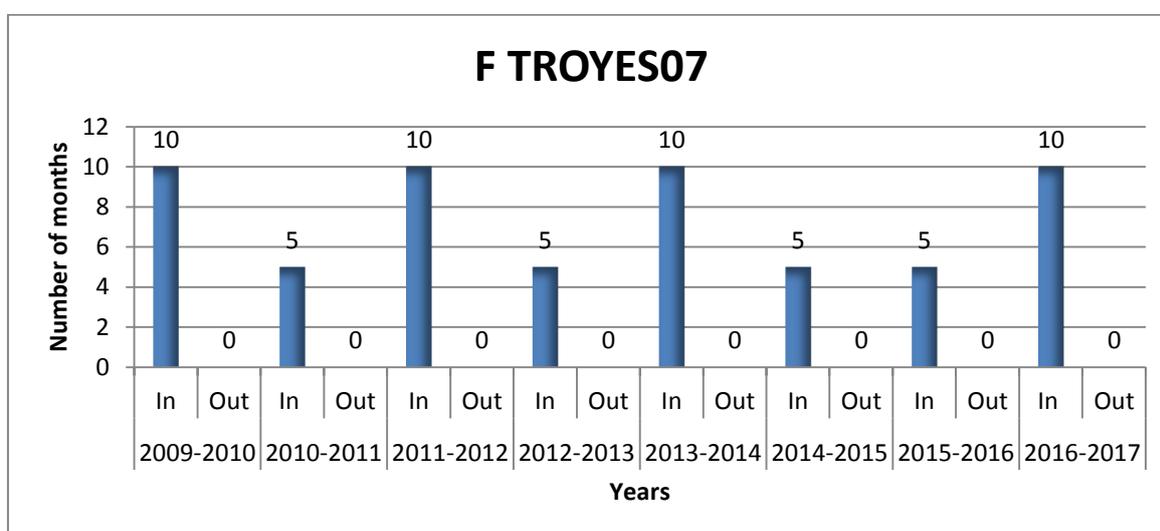
# ECOLE SUPERIEURE DE COMMERCE DE TROYES



- a) University code: **F TROYES07**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B1
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in French: **Not provided /** Course offer in English: **Not provided /** Language  
 requirements: **Not provided /** List of courses in French: **Not provided /** List of courses in  
 English: **Not provided** Course offer in French: **Not provided yet**

# UNIVERSITÉ DE VERSAILLES

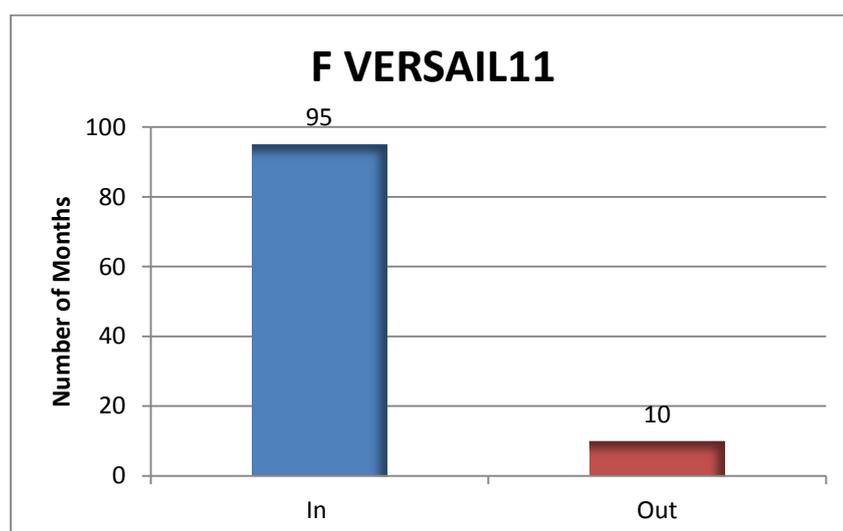
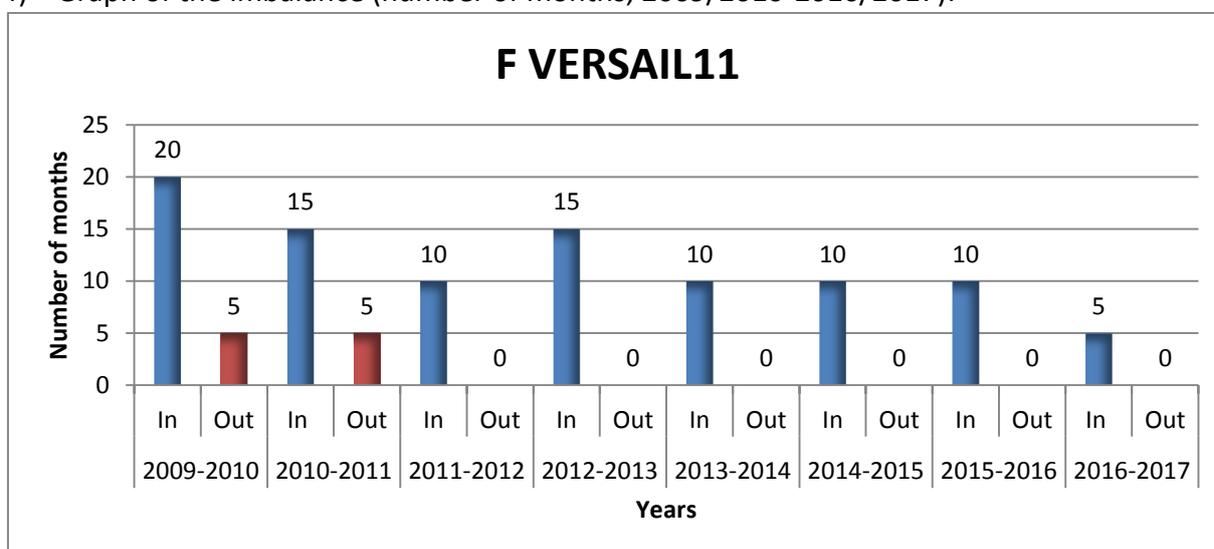
## SAINT-QUENTIN-EN-YVELINES



- a) University code: **F VERSAIL11**
- b) Study field: **Economics and Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
French	Recommended	B1 or A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**, (students can take all master 1 courses. For master 2, they have first to be allowed by the headteacher)
- h) Course offer in French: **Yes**
- i) Course offer in English: **Yes**

j) Language requirements:

Language	Status	CEFR
French	Recommended	B1

n) List of courses in French: **Level- Bachelor**

Term	Title	ECTS
<b>Economics</b>		
2	Analysis of sociological data	6
Each term	Approaches to French literature	4
Each term	APS Theory and Practices	4
Each term	Awareness of the teaching profession	4
Each term	Communication and mediation of sciences	4
1	Complements of Mathematics	6
2	Computer Aided Mathematics	6
Each term	Cultural history of France in the 19th century	4
1	Economic Dynamics I	5
Each Term	Economic Sociology	3 or 4
1	Economy	5
1	English EU2	4
1	English UE1	4
1	English UE3	4
1	Foundations of Computing 1	6
2	Foundations of Computing 2	6
2	General culture	4
1	General Mathematics 1	6
2	General Mathematics 2	6
1	General Mathematics 3	6
Each term	German	4
Each term	Great problems of the contemporary world	4
Each term	Handicap and society	4
Each term	History of physics	4
Each term	History of science and scientific culture	4
Each term	Introduction to Biomedical Ethics	4
1	Introduction to databases	6
Each term	Introduction to Population Dynamics	4
2	Linear and bilinear algebra	6
2	Living Language 2	4
2	Macro economy, Micro economy 1	6
1	Macroeconomics 2	4
2	Mathematics	6
1	Methodology of work	6
1	Microeconomics 2	4
2	Microeconomics of uncertainty	4
1	Money and international finance	3
Each term	Politics and Society	4
Each term	Practice and methodology of the French language	4
2	Probabilities and basic statistics	6
Each term	Science and Arts	4
Each term	Science and Music	4
Each term	Society for Justice and Democracy - 4 ECTS	4
1	Sociology	5

1	Sociology of Education	3
1	Sociology: data analysis	3
1	Sociology: demography	6
1	Sociology: survey methods and applications	3
1	Statistics in Human and Social Sciences	6
1	Theory of games	3
Each Term	Artistic Practices, theater option (IECI)	3
2	Banks and financial markets	3
1	Business	3
1	Business and Sustainable Development	3
1	Business Taxation	4
1	City politics	3
1	College and High School Professorship	3
1	Company accounts	4
1	Compulsory courses of choice (choose an EU from the list below)	3
2	Computer and database	3
2	Computer and office automation (AES)	3
1	Computer Science 2 database (Sociology)	3
1	Computer science level 1 (AES)	3
1	Computing and office automation level 1	3
2	Computing Level 2	3
2	Contract law	5
Each term	Culture and civilization of the English-speaking world	4
1	Currency and monetary policy	4
2	Developing Countries and Country Risk Assessment	3
2	Ecological economics and environmental risks	3
2	Econometrics	6
2	Economic analysis of risk	3
1	Economic Conjoncture and Observation	3
1	Economic dynamics 1 (Economic analysis of expectations)	5
2	Economic dynamics 2: growth and fluctuations	6
2	Economic Dynamics II	5
2	Economic history from the Industrial Revolution	3
2	Economic issues	2
2	Economic Sociology (Sociology)	4
2	Economy of Labor	3
2	Economy of work	3
Each Term	English	3
1	English (from H1 to S6: common program in cross-sectional English)	3
Each Term	English (initiation TOEIC)	3
1	European Economy	3
1	European issues : the United Kingdom and Europe	3
2	Finance and Public Accounting	5
2	Financial Accounting	5
1	Financial Accounting 2	3
1	Financial management	6
2	Financial markets	3
2	Financial Markets and Risk Management	3
2	Financial Policies for Enterprises	3
1	Gender and Society	3

1	General Economics: Economic Approach Macro	6
2	General Economics: Micro Economic Approach	5
1	General methodology and techniques of expression (AES)	3
1	Geography of Europe (Geography)	6
2	Geopolitical and economic issues in Commonwealth countries	3
1	Geopolitical and economic issues in Northern America	3
2	Geopolitics of the contemporary world (geography)	6
2	Growth, openness, employment	3
1	History of economic thought	3
2	History of Public Policy	6
1	History of trade unionism	3
2	History of work and organizations	3
2	Human Behavior in Businesses	3
2	Human Resource Management	3
1	Human resources management (1)	6
2	Human resources management (2)	6
1	Individual and company (1)	6
1	Individual and Society 1 (AES)	6
2	Individuals and companies (2)	5
1	Industrial economics and innovation	3
2	Information & Logistics System	3
2	Information and Communication in the company	3
2	Information and communication within the company	3
2	International Business Strategies	3
1	International economy	5
2	International Markets and Energy Policies	3
2	International Markets and Energy Policy	3
2	International Monetary and Financial Relations	3
1	International Money and Finance	3
2	Internship in a company or a community	3
1	Introduction to administrative law	5
1	Introduction to Business Law	5
1	Introduction to Law	6
1	Introduction to Management	3
2	Introduction to Management Control	5
1	Introduction to Math & Stats for eco and management	3
2	Introduction to the teaching profession	3
1	Job search and internship methodology	3
1	Labor law	6
2	Law of public institutions	5
1	LV2 to choose from: Spanish - German - Italian	3
1	LV2: Spanish, German or Italian	3
2	LV2: Spanish, German or Italian - or Computer and office automation	3
2	Macroeconomic imbalances and regulation	5
1	Macroeconomics 2 (post-ISLM macroeconomics)	5
2	Macroeconomics 3 (open macroeconomics)	4
2	Macro-economy 1 and national accounts	5
2	Macro-economy 3: Open macroeconomics	4
1	Major contemporary economic problems	4
1	Management of human resources (for AES and Socio)	3

1	Market and Competition	4
2	Marketing 1	3
1	Mathematics 1 (Algebra and analysis)	5
1	Mathematics 3	4
2	Mathematics 4: probabilities	4
1	Mathematics 5: Inferential Statistics	4
2	Mathematics 6: analysis applied to dynamic models	5
2	Mathematics and Statistics 2	5
2	Maths & Stats for eco. And management	3
2	Micro-economy 1	6
1	Micro-economy 2	5
2	Micro-economy 3 of the uncertain and information	4
2	Micro-economy 3: uncertainty and information	4
2	Monetary and financial relations	3
1	Office Computer Level & (AES)	3
2	Optimization and applications	6
Each Term	Optional: Spanish - German - Italian	3
2	Personalized professional project	3
2	Personalized Student Project	3
1	Political sociology	3
1	Practice of the written English language: Communication and negotiation	3
1	Professorship of the Schools	3
2	Project	6
2	Social and cultural anthropology	4
2	Social and solidarity economy	4
2	Social History (XIXth Century)	6
2	Sociology education and employment: quantitative approach	3
2	Sociology of Association and Collective Action	4
2	Sociology of associations and public action	4
1	Sociology of education (if not compulsory)	3
2	Sociology of Labor and Employment	5
2	Sociology of organizations	3
1	Sociology of the professions of social action	4
Each Term	Sport	3
1	Statistics and observation of economic facts	4
1	Survey Methodology	5
2	Survey Methods and Applications II	3
2	Theories of the firm	3
1	Theory of games	4
Each Term	Topics in International Finance and Economics (CC)	3
1	University methodology	1
2	University methodology and techniques of expression	3
<b>Sociology</b>		
2	Linear and bilinear algebra	6
2	Analysis of sociological data	6
1	English UE1	4
1	English EU2	4
1	English UE3	4
Each term	Approaches to French literature	4
Each term	Communication and mediation of sciences	4

1	Complements of Mathematics	6
Each term	Aeronautical culture	4
2	General culture	4
1	Economic Dynamics I	5
1	Economy	5
1	Foundations of Computing 1	6
2	Foundations of Computing 2	6
Each term	Great problems of the contemporary world	4
Each term	Handicap and society	4
Each term	Cultural history of France in the 19th century	4
Each term	History of physics	4
1	Introduction to databases	6
Each term	Introduction to Population Dynamics	4
Each term	Introduction to Biomedical Ethics	4
2	Living Language 2	4
2	Macro economy, Micro economy 1	6
1	Macroeconomics 2	4
2	Mathematics	6
2	Computer Aided Mathematics	6
1	General Mathematics 1	6
2	General Mathematics 2	6
1	General Mathematics 3	6
1	Methodology of work	6
1	Microeconomics 2	4
2	Microeconomics of uncertainty	4
1	Money and international finance	3
Each term	Politics and Society	4
2	Probabilities and basic statistics	6
Each term	Science and Music	4
Each term	Awareness of the teaching profession	4
Each term	Justice and Democracy	4
1	Sociology	5
1	Sociology: data analysis	3
1	Sociology: demography	6
1	Sociology: survey methods and applications I	3
2	Economic Sociology	4
1	Economic Sociology	3
1	Statistics in Human and Social Sciences	6
1	Theory of games	3
Each term	APS Theory and Practices	4
Each term	German	4
1	Analysis of social facts	4
2	Analysis of social facts 2	4
2	Economic analysis of risk	3
2	Social and cultural anthropology	4
2	Qualitative approaches in sociology	3
1	Quantitative Approaches	3
2	Computer assisted mapping	3
1	Computer-assisted mapping 2	3
2	Urban construction and observation S	3

Each term	Culture and civilization of the English-speaking world	4
1	Empirical approach and analysis of interviews. Initiation to research and internship	3
2	Law of public institutions	5
1	Labor law	3
2	Economic Dynamics II	5
2	Econometrics	6
1	General Economics: Macroeconomic Approach	6
2	Current educational policy issues	3
2	Investigating work	3
1	Business and Sustainable Development	3
2	Ethnology of the close	3
1	Study of local territory 1	3
2	Study of local territory2	3
1	Gender and societies	3
1	Human Resources Management 1	3
1	Contemporary History 1: France of Revolutions, Political and Social History of France in the 19th Century	6
1	History of economic thought	3
2	History of Public Policy	6
2	Economic History	3
2	Social History	6
2	Information and Communication in the company	3
2	Computer science level 1	3
1	Computer Science Level 2 - Database	3
2	Introduction to the teaching profession	3
1	Introduction to Sociology	4
1	Introduction to Law	6
Each Term	Living Language 1	3
Each Term	Living Language 1 - English-German-Spanish	3
2	The questionnaire survey	3
1	The questionnaire survey - development 1	3
Each Term	The interview in sociology	3
2	Social science paradigms: controversies	3
1	Paradigms in the social sciences, epistemological issues -	3
1	Read Sociology	3
2	Financial markets	3
2	Methods of academic work and professional project	3
2	Survey Methods and Applications II	3
1	Methodology of academic work	3
2	Optimization and applications	6
1	City politics	3
2	Practice of quantitative sociology 2	3
Each term	Practice and methodology of the French language	4
1	Practices of quantitative sociology 1	3
1	Prepro 1 "Professorship of schools"	3
1	Prepro 2 "High School Teacher"	3
1	Demographic systems 1	3
2	Demographic Systems 2	3
Each term	Science and Arts	4
2	Socialization, identities and work	3

2	Societies, cultures and territories	6
2	Socio-demography of family and gender	3
1	Sociology: data analysis	3
1	Sociology of Education	3
2	Sociology of associations and public action	4
1	Sociology of the professions of social action	4
2	Sociology of organizations	3
1	Sociology of occupations	6
1	Sociology of gender	4
2	Sociology of Labor and Employment	3
2	Economic Sociology	4
2	Sociology education and employment: quantitative approach	3
1	Political sociology	3
1	Urban Sociology	3
2	Internship in primary or secondary education	3
2	Demographic structure and dynamics	3
1	Sociological Theories: Origins and Founders	3
2	Sociological theories 2: the main currents	3
2	Computer processing of the statistical survey	3
2	Study and research work (internship and dissertation)	6
Each Term	Use of statistics in sociology	3

o) List of courses in French: **Level- Master**

Term	Title	ECTS
<b>Economics</b>		
1	Environmental Risk Analysis and Governance	3
1	English for Environment and Logistics	3
1	Business & Environment	3
1	Transportation Management Methods	3
1	Ecology and Logistics	3
1	Logistics 1	6
1	E-Logistics 1	3
1	Operational methods of logistics	3
1	Logistic methods and customs system -	3
1	Economy of the environment and politeness. Environmental issues	4
1	Economics of human resources	4
1	Economy of territories and mobility	4
1	strategic management	3
2	Company (Apprenticeship and internship) Report + defense	6
2	English for Environment and Logistics	3
2	Process and Logistics Management	4
2	Conducting projects	4
2	Process and Logistics Management, Lean and CSR	4
2	Communication tools	3
2	Lean Logistics 2	6
2	Business ethics and stakeholders	3
2	Quantitative methods	3
2	Economic evaluation of CSD projects	4
1	Knowledge of the trade	2
1	Learning to compose in SES	2
1	Learn how to build SES courses	2
1	SES Digital Classroom	1
1	Living Language English	2
1	Modeling and Investigation	2
1	Fundamentals in Sociology	1

1	Socialization and culture	2
1	Stratification and social mobility	2
1	Economics in the social sciences	1
1	Growth and development	2
1	International, Monetary and Financial Economy	2
1	New advances in the social sciences 1	3
1	Business	3
1	Market and productive organizations	2
1	Political Sciences	2
1	History and epistemology of disciplines: sociology and economics	3
2	Knowledge of SES Teaching	2
2	Learning to compose in SES	2
2	Learn how to build SES courses	2
2	Know-how in SES	2
2	Construction of work experience and analysis of internship practices	5
2	C2I2E Remote	1
2	Sociology in school curricula	2
2	Conflicts and mutations	2
2	Didactic transposition in sociology (first oral test)	1
2	Pedagogical sequences in sociology (second oral test)	1
2	Economics in school curricula	1
2	Economic policy and European integration	2
2	Didactic transposition in economics (first oral test)	1
2	Pedagogical sequences in economics (second oral test)	1
2	New advances in the social sciences 2	3
2	Social justice and inequality	2
2	Work and employment	2
1	Climate change and development	3
1	Development Theories and Policies	3
1	Territorial anchoring of economic activities	3
1	Management of natural heritages	3
1	Project management and management	3
1	Foreign languages: English	3
1	Research methodology and tools	3
1	Business	3
1	Environmental Economics, Evaluation	3
1	Quantitative techniques - econometrics	3
1	Risks, vulnerabilities and sustainable development	3
1	Networks and territories	3
1	Territorial ecology	3
1	Geomatics 1	3
1	LV2 Spanish	3
2	Geopolitical analysis of conflicts in environmental and development studies	3
2	Economics of ecosystem services	3
2	Economics of networks and territories	3
2	Foreign languages: English	3
2	Research or Professional Stage	9
2	Environmental and economic ethics	3
2	Economy of collective choices	3
2	Financing for Development	3
2	Tourism and environment projects	3
2	Geomatics 2: GIS and spatial analysis 2	3
2	Territorial Governance	3
<b>Sociology</b>		
1	Knowledge of the trade	2
1	Learning to compose in SES	2
1	Learn how to build SES courses	2

1	SES Digital Classroom	1
1	Living Language English	2
1	Modeling and Investigation	2
1	Fundamentals in Sociology	1
1	Socialization and culture	2
1	Stratification and social mobility	2
1	Economics in the social sciences	1
1	Growth and development	2
1	International, Monetary and Financial Economy	2
1	New advances in the social sciences 1	3
1	Business	3
1	Market and productive organizations	2
1	Political Sciences	2
1	History and epistemology of disciplines: sociology and economics	3
2	Knowledge of SES Teaching	2
2	Learning to compose in SES	2
2	Learn how to build SES courses	2
2	Know-how in SES	2
2	Construction of work experience and analysis of internship practices	5
2	C2I2E Remote	1
2	Sociology in school curricula	2
2	Conflicts and mutations	2
2	Didactic transposition in sociology (first oral test)	1
2	Pedagogical sequences in sociology (second oral test)	1
2	Economics in school curricula	1
2	Economic policy and European integration	2
2	Didactic transposition in economics (first oral test)	1
2	Pedagogical sequences in economics (second oral test)	1
2	New advances in the social sciences 2	3
2	Social justice and inequality	2
2	Work and employment	2

p) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Political and social issues in contemporary Britain	3
1	Practising written English : business English	3
2	Political and social issues in contemporary Northern America	3
2	Practising spoken English : business English	3
1	Introduction to international relations	3
2	International Relations 2	3
1	Survey of American history 1	3
1	Survey of anglophone literature 1	3
1	Survey of British history 1	3
1	Texts and images from English speaking country	3
2	20th and 21st century World literature in English	3
2	Anglophone literature II	3
2	British history II	3
2	Texts and images from the anglophone world II	3
2	The United States today: institutions and society	3
1	American civilization	2
1	Founding principles of the European Union	3
2	British civilization	2
2	Introduction to French politics	3
1	Communication and international negotiation (written)	3
1	European issues : the United Kingdom and Europe	3
2	Communication and international negotiation (spoken)	3
2	From early capitalism to globalization	3
1	Hard power	3
1	Intercultural communication 1	3

2	Intercultural communication 2	3
2	Soft Power	3
1	American history III	3
1	American literature III	3
1	British history III	3
1	British literature III	3
1	From the British Empire to the Commonwealth	3
1	History of political ideas	3
1	Minority literatures	3
2	American history IV	3
2	American literature IV	3
2	Anglophone culture and media	3
2	British history IV	3
2	British literature IV	3
2	Cultural history of the anglophone world	3
2	Introduction to Canadian studies	3
1	European Politics	3
1	Introduction to legal english	2
2	Advanced English	3
2	Introduction to comparative law	3
2	World Politics	3
1	Geopolitical and economic issues in Northern America	3
1	Topics in International Finance and Economics S5	3
2	Economic Issues	2
2	English for economics	3
2	Geopolitical and economic issues in Commonwealth countries	3
2	Topics in International Finance and Economics S6	3
1	Debate and convince in English	3
1	Introduction to EU law	3
1	Legal English for non-lawyers 1	3
2	English in trade and business	3
2	History and geopolitics of the Pacific	3
2	Legal English for non-lawyers 2	3
1	American history V	3
1	American literature V	3
1	British history V	3
1	British literature V	3
1	Geopolitical and Economic Issues in North America	3
1	History and geopolitics of the Pacific	3
1	Teaching English	3
2	Topic in American civilization	3
2	American history VI	3
2	American literature VI	3
2	British history VI	3
2	British literature VI	3
2	Visual culture in the english spoken world 2	3
1	English for Political Science 1	2
2	English for Political Science 2	2
1	Legal english S5	2
2	Legal english S6	2

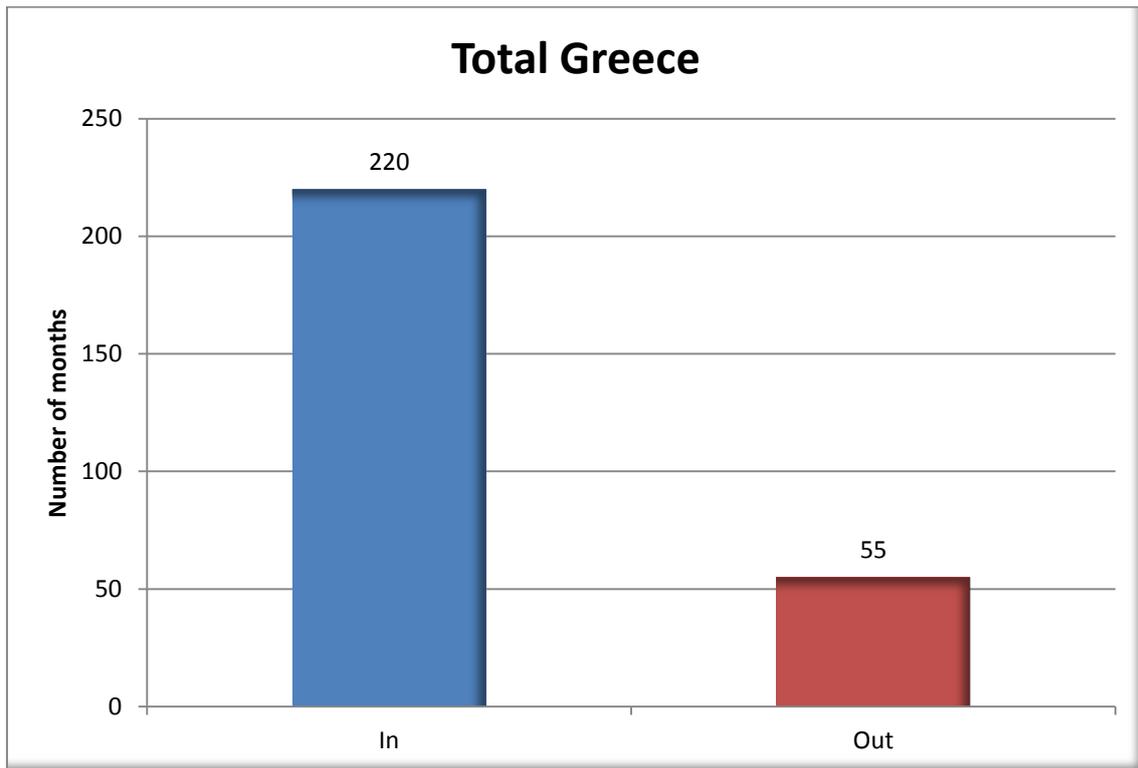
q) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Climate change and development	3
1	English 1 (TOEIC preparation) + English 2	3
2	English 2	3
2	Geopolitical analysis of conflicts in environmental and development studies	3
2	Introduction to Atlantic Studies	3
2	Introduction to Cultural Studies: Great Britain and the Commonwealth	3

2	Introduction to Cultural Studies: North America	3
2	English for Political Science Students	3
1	European market law	4
2	Common Law	3
2	International and european IP Law	3



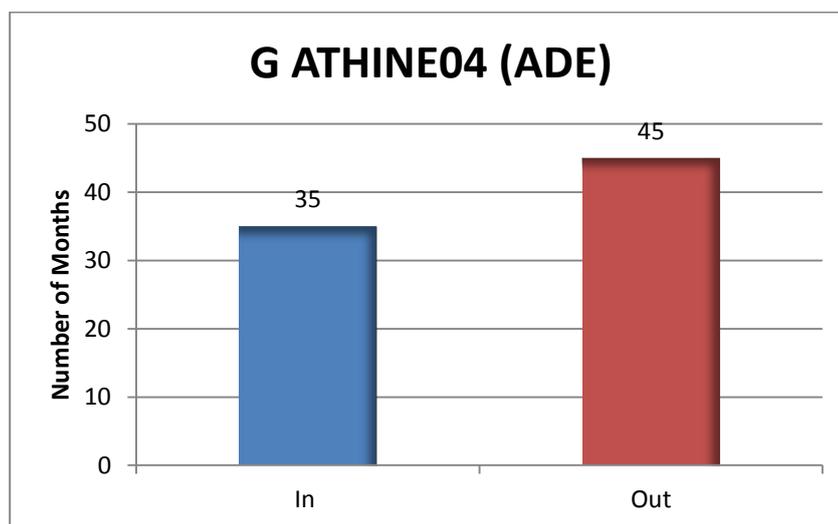
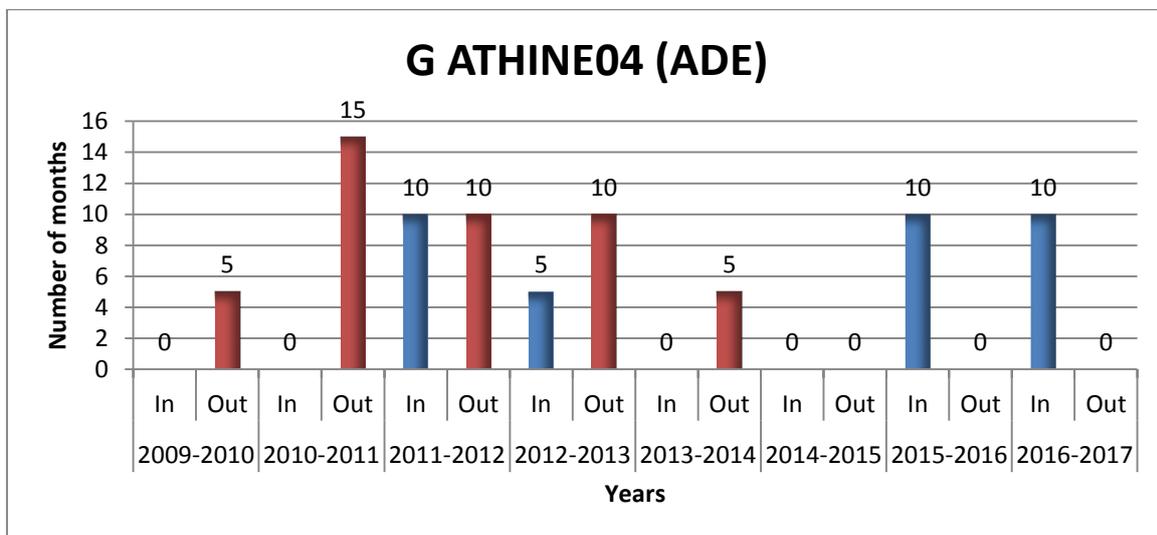
# Greece (G)



- a) University code: **G ATHINE04**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Not provided yet**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

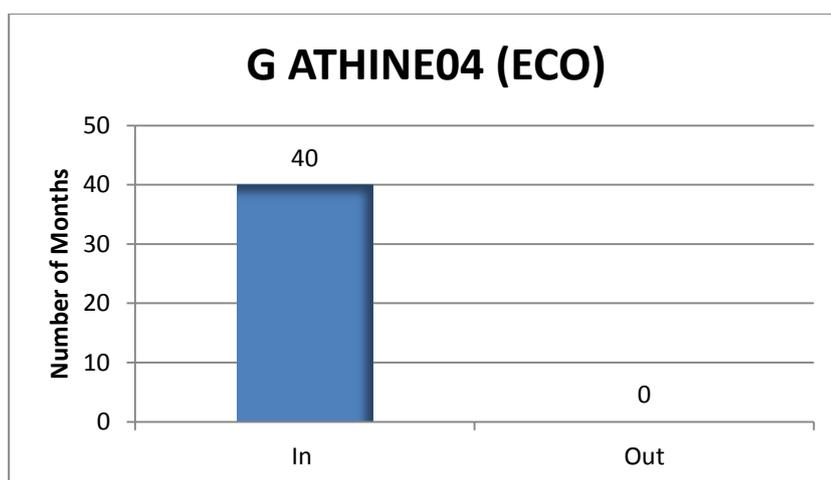
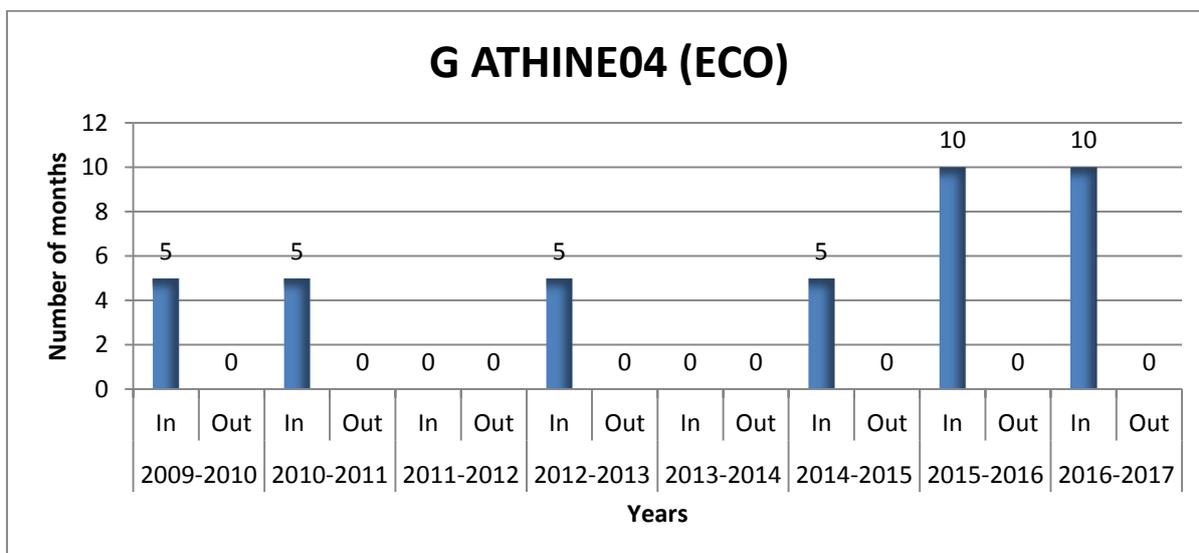
j) List of courses in English: **Level- Bachelor**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Economics of Globalization	6
1	International Economics	6
1	Legal Aspects of European Integration	6
1	Economics of EU Competition Policy	6
2	The Changing European Monetary Union	6
1	Labour Economics	6
1	Theory and Practice of Economic Integration	6
1	Principles of Sociology	6
1	Industrial Organization	6
2	Business Economics	6
2	Theory and Practice of Economic Integration	6
2	Money and Banking	6
2	Public Economics	6
1	Modern Enterprise Information Systems	6
1	Managerial Decision Making	6
1	Management of Information Systems	6
1	Innovation in Organizations: Knowledge, Creativity and the Processes of Innovation	6
1	Information Resource Management	6
2	Production and Operations Management	6
2	Applied Software Engineering	6
2	Algorithmic Operations Research	6
1	Advertising and Communication Management	6
1	Financial Management	6
1	Business Policy and Strategy	6
1	Money and Capital Markets	6
1	Engineering Logistics	6
1	Entrepreneurship & Innovation	6
2	International Marketing Management	6
2	Money and Capital Markets	6
2	Financial Management	6
1	Cost and Management Accounting	6
1	Financial Statement Analysis (Reading course)	6
2	Behavioral Finance (Reading Course)	6
2	Computational Finance and Econometrics	6
1	Consumer Behaviour	6
1	Global Marketing	6
1	Retail Sales Promotions	6
1	Human Resource Management	6
2	Marketing of Services	6
2	Change Management	6
1	Computer Graphics	6
1	Wireless Networks and Mobile Communications	6
2	Distributed Systems	6
2	Software Verification, Validation & Maintenance	6
2	Topics in Algorithms	6

- a) University code: **G ATHINE04**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Not provided yet**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

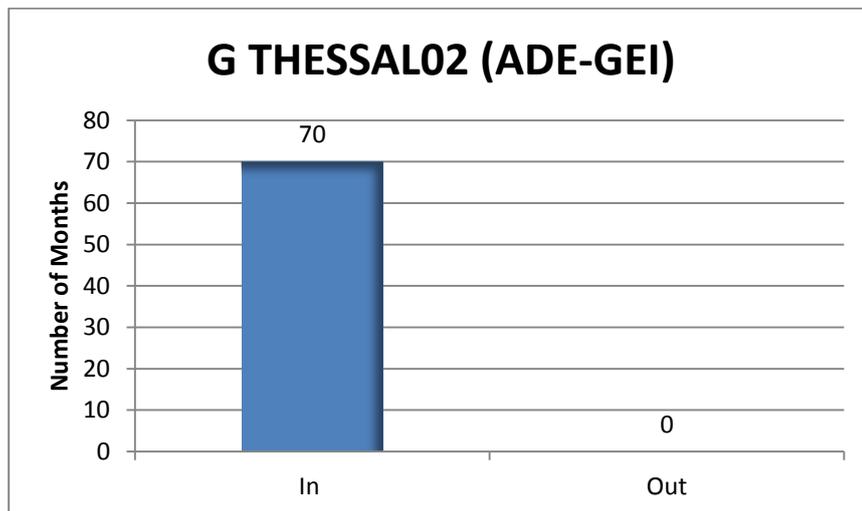
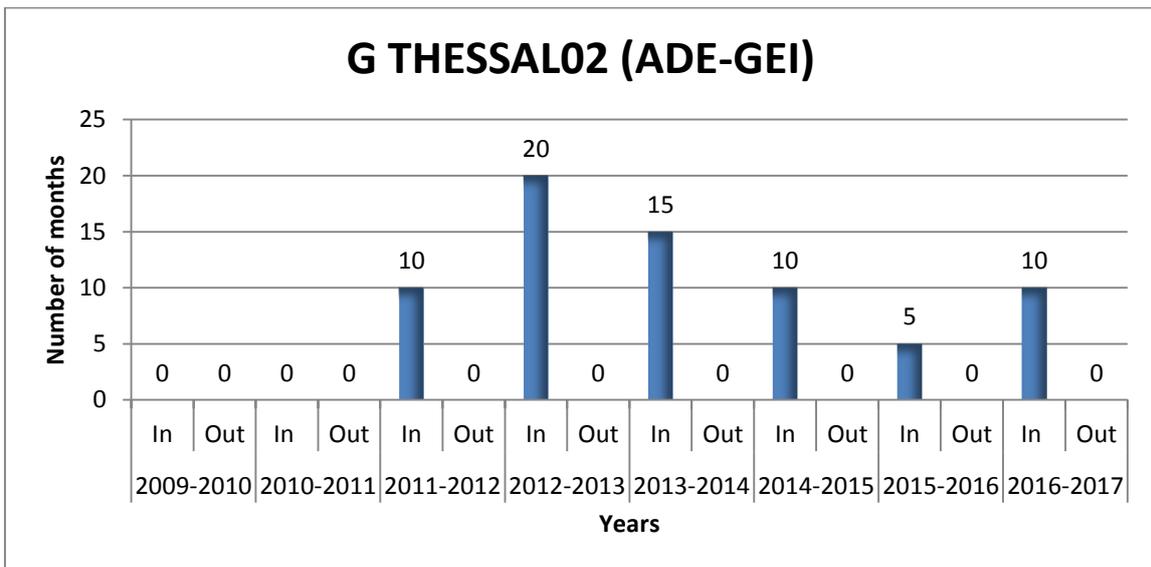
j) List of courses in English: **Level- Bachelor**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Economics of Globalization	6
1	International Economics	6
1	Legal Aspects of European Integration	6
1	Economics of EU Competition Policy	6
2	The Changing European Monetary Union	6
1	Labour Economics	6
1	Theory and Practice of Economic Integration	6
1	Principles of Sociology	6
1	Industrial Organization	6
2	Business Economics	6
2	Theory and Practice of Economic Integration	6
2	Money and Banking	6
2	Public Economics	6
1	Modern Enterprise Information Systems	6
1	Managerial Decision Making	6
1	Management of Information Systems	6
1	Innovation in Organizations: Knowledge, Creativity and the Processes of Innovation	6
1	Information Resource Management	6
2	Production and Operations Management	6
2	Applied Software Engineering	6
2	Algorithmic Operations Research	6
1	Advertising and Communication Management	6
1	Financial Management	6
1	Business Policy and Strategy	6
1	Money and Capital Markets	6
1	Engineering Logistics	6
1	Entrepreneurship & Innovation	6
2	International Marketing Management	6
2	Money and Capital Markets	6
2	Financial Management	6
1	Cost and Management Accounting	6
1	Financial Statement Analysis (Reading course)	6
2	Behavioral Finance (Reading Course)	6
2	Computational Finance and Econometrics	6
1	Consumer Behaviour	6
1	Global Marketing	6
1	Retail Sales Promotions	6
1	Human Resource Management	6
2	Marketing of Services	6
2	Change Management	6
1	Computer Graphics	6
1	Wireless Networks and Mobile Communications	6
2	Distributed Systems	6
2	Software Verification, Validation & Maintenance	6
2	Topics in Algorithms	6

- a) University code: **G THESSAL02**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended	B2

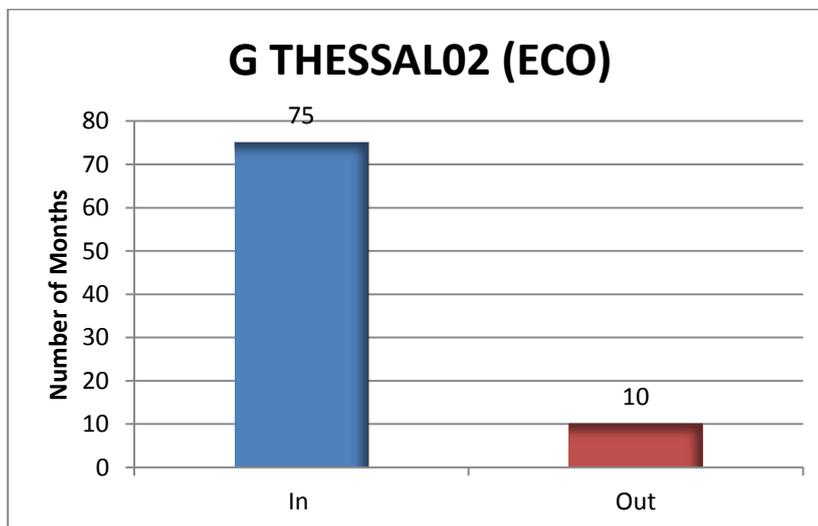
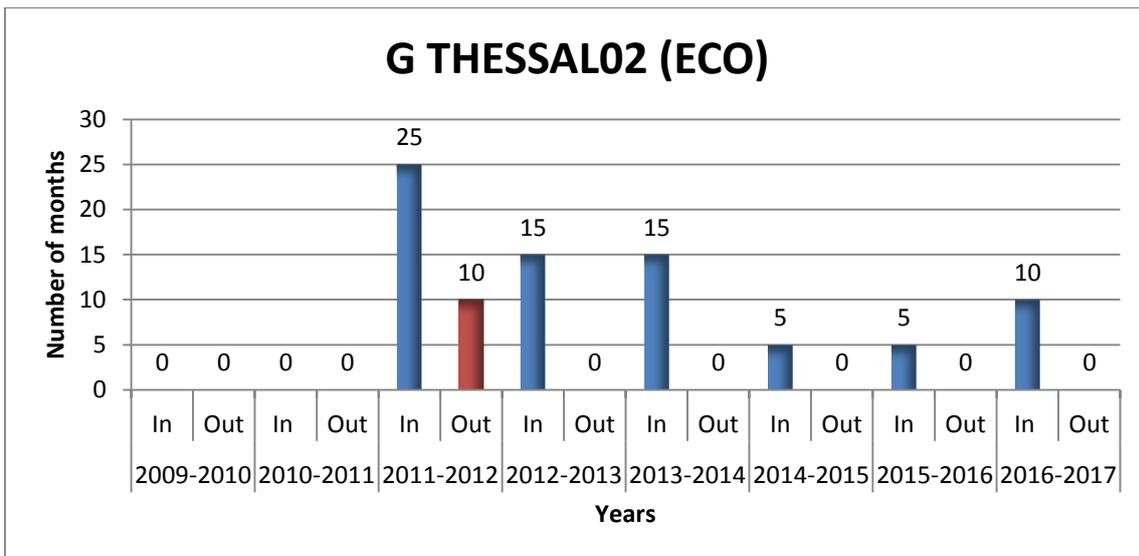
j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Advanced Topics in Marketing	4
Each term	Greek Language Courses	3
1	Accounting for Business	6
2	Corporate Finance	6
Each term	Greek Language Courses	3
1	Money and Capital Markets	5.5
2	Environmental Economics	5.5
Each term	Greek Language Courses	3
1	Investment Appraisal	5
2	The Politics of the Modern Middle East	5
2	Forced Migration in E. and S.E. Europe	5
1	Governance, Institutions and Corruption in S/E Europe and the Balkans	5
2	Nationalism, Identity and Difference in SEE: An Anthropological Approach	5
Each term	Greek Language Courses	5
Each term	Cross-cultural psycholinguistics: political discourse, business negotiation and	5
1	Political Economy of European Integration	5
2	Protection of Refugees and Migrants	5
2	The Psychology of Work	5
1	Positive Psychology	5
2	Learning Disabilities I	5
Each term	Greek Language Courses	5
2	Artificial Intelligence	5
2	Droit de l'Informatique	5
2	Constraint Logic Programming	5
2	Knowledge Discovery in Databases	5
1	Parallel Processing	5
2	Distributed Systems	5
1	Systems Programming	5
2	Money and Capital Markets	5
1	Management Information Systems	5
2	Logistics Information Systems	5
1	Computer Networks	5
2	Mobile and Wireless Communications Systems	5
2	Digital-Telecommunications	5
1	Cconvergence of Communication Systems	5
2	Programming Languages and Compilers	5
2	Constraint Logic Programming	5
1	Entrepreneurship - Case studies	5
1	Computer Architecture	5
2	Logical Circuit Modeling	5
1	Electoral Behaviour	5
2	Political Philosophy in the 20th Century	5
1	Special Topics of International and Humanitarian Law	5
Each term	Greek Language Courses	5
2	Conflicts and Conflict resolution	5
1	Digital Media and Society	5
2	Politics of the Internet	5
2	International Relations of Russia	5
Each term	Greek Language Courses	4

- a) University code: **G THESSAL02**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2

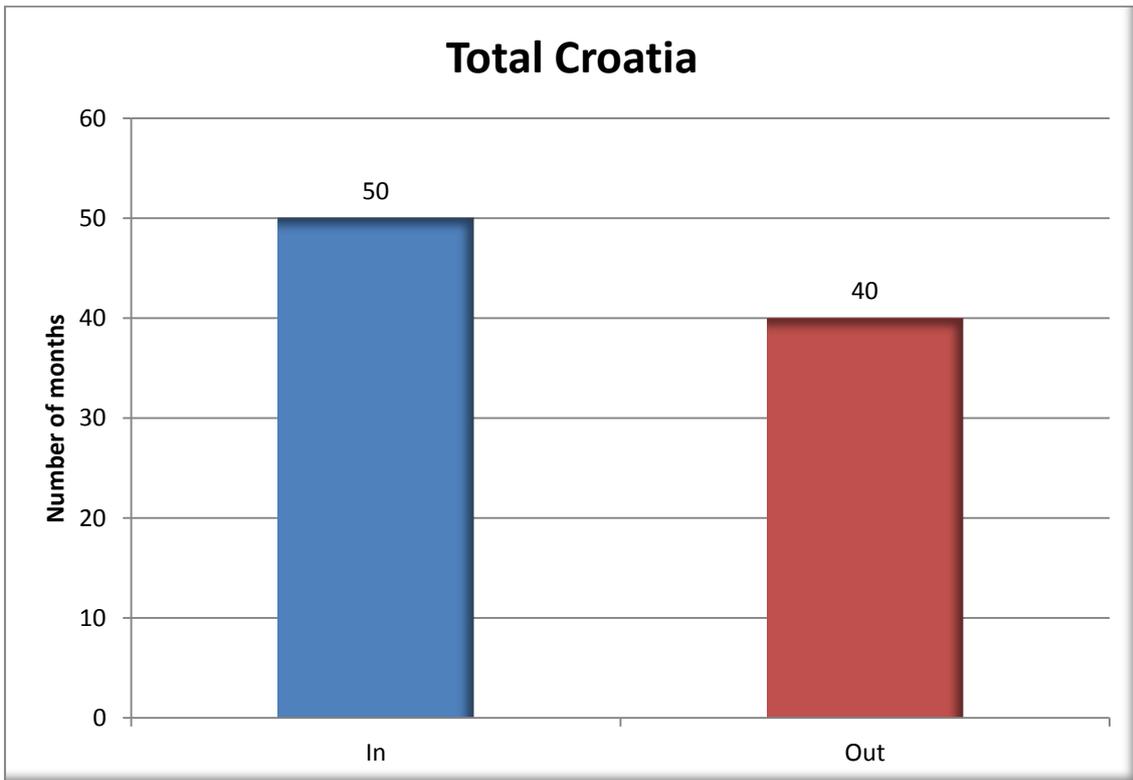
- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in French: **Not provided /** Course offer in English: **Not provided /** Language  
 requirements: **Not provided /** List of courses in French: **Not provided /** List of courses in  
 English: **Not provided** Language requirements: **Not provided yet** List of courses in  
 English: **Not provided yet**



# Croatia (HR)

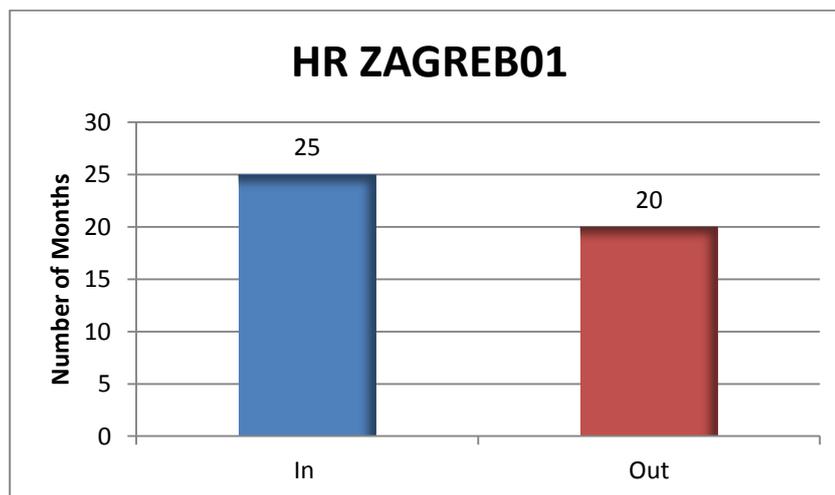
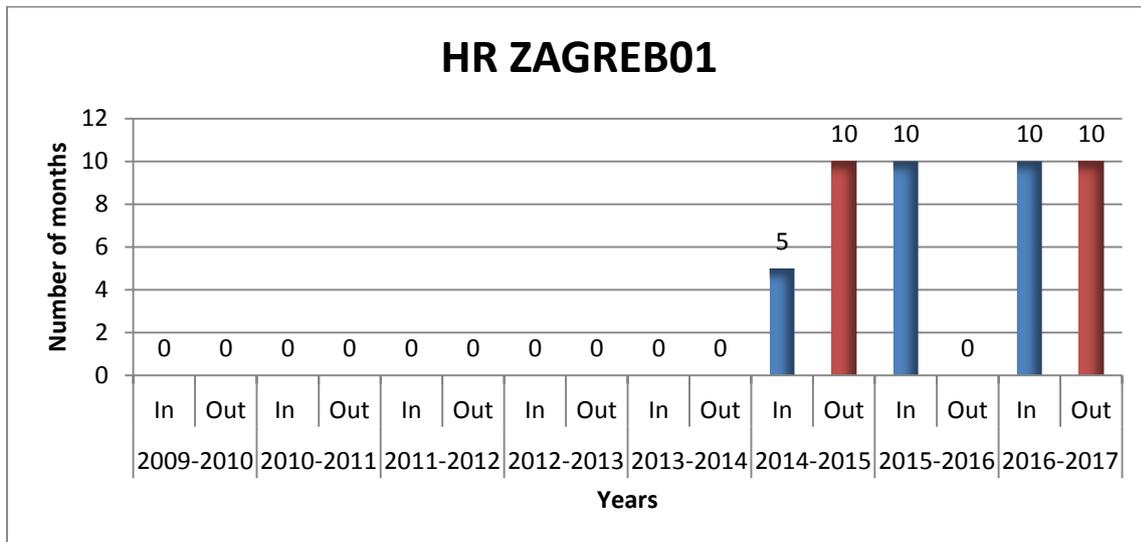




- a) University code: **HR ZAGREB01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **651<sup>st</sup> -700<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Mandatory	B2

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Business Informatics	6
1	Mathematics for Business	9
1	Principles of Economics	9
1	Physical Education - Practice I	1
1	Macroeconomics	9
1	Organisation	6
1	Corporate Finance	6
1	Accounting	6
1	Physical Education - Practice III	1
1	Monetary Policy	6
1	Business Statistics	6
1	Management	6
1	Marketing Management	6
1	International Business	6
1	Entrepreneurship	6
1	Advanced English I	4
1	Business Chinese I	4
1	Corporate Risk Management	6
1	Demography	6
1	Econometrics	6
1	European Company Law	6
1	European Market Law	6
1	Financial Mathematics	6
1	Health Economics	6
1	International Entrepreneurship (e- course)	4
1	Microeconomic Theory	6
1	Open Innovation in Global Networks	6
2	Microeconomics	9
2	Statistics for Business and Economics	9
2	Commercial Law	6
2	Physical Education - Practice II	1
2	Croatian Economy	6
2	Financial Institutions and Markets	6
2	Marketing	6
2	International Economics	6
2	Public Finance	6
2	Tourism Principles	6
2	Managerial Accounting	6
2	Enterprise Information Systems	6
2	Strategic Management	6
2	Analysis of Financial Statements	6
2	Investment Analysis	6
2	Advanced English II	4
2	Business Chinese II	4
2	Business Ethics	5
2	Business Forecasting	4
2	Development Economics	6
2	Economics of European Union	6
2	Environmental Economics	6
2	Financial Modelling	6
2	Labor Economics	6
2	Linear Programming and Theory Game	4
2	Marketing Innovation	5
2	Mathematical Economics	6

2	Operational Research	6
2	Procurement Management	6
2	Regional Economic Integrations	4
2	Simulation Games for Managers	4

k) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Data Management	6
1	Decision Support Methods	6
1	Business Proces Management Systems	6
1	Information System Auditing	5
1	Business Applications Development	5
1	Management of Innovation	4
1	Human Resource Management	6
1	Business Process Management	6
1	Management Skills	6
1	Organization Design	5
1	Organizational Behaviour	5
1	Supply Chain Management	5
1	Leadership	5
1	International Management	5
1	Management of Profit Centers	5
1	Change Management	4
1	Corporate Social Responsibility	5
1	Organization Development	5
1	Business Continuity	4
1	Management of Integration Processes	5
1	Commodity Exchanges	6
1	Trade and Trade Policy	6
1	Wholesale and Retail Business	6
1	International and Domestic Markets of Goods and Services	6
1	Quality Management	5
2	E-Business	6
2	ICT Management	6
2	Knowledge Discovery in Data Bases	5
2	Data Warehousing	4
2	Corporate Governance	6
2	Compensation Management	6
2	Business Strategy	5
2	Strategic Human Resource Management	5
2	Service Operations Management	5
2	Transport and Insurance	6
2	Trade Management	6
2	Economics of Electronic Trade	5
2	Law of International Trade	5
2	Cost Accounting	5
2	Tax Accounting	5

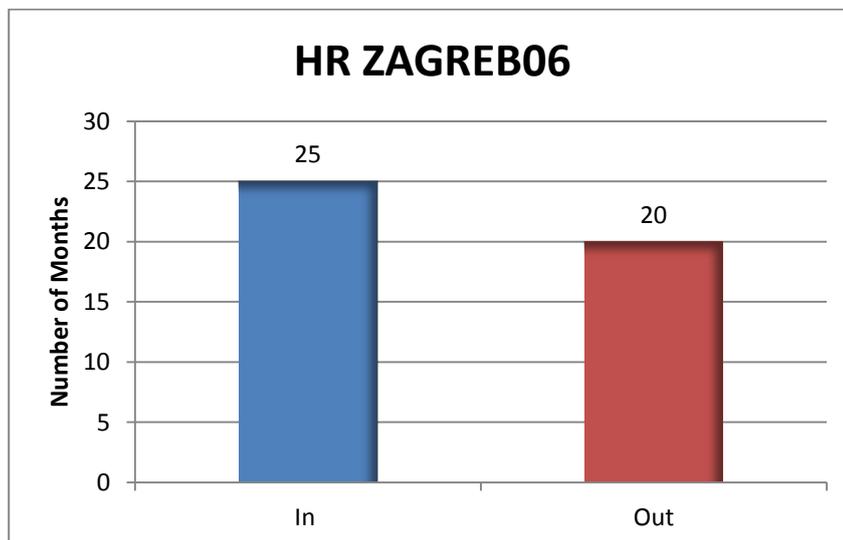
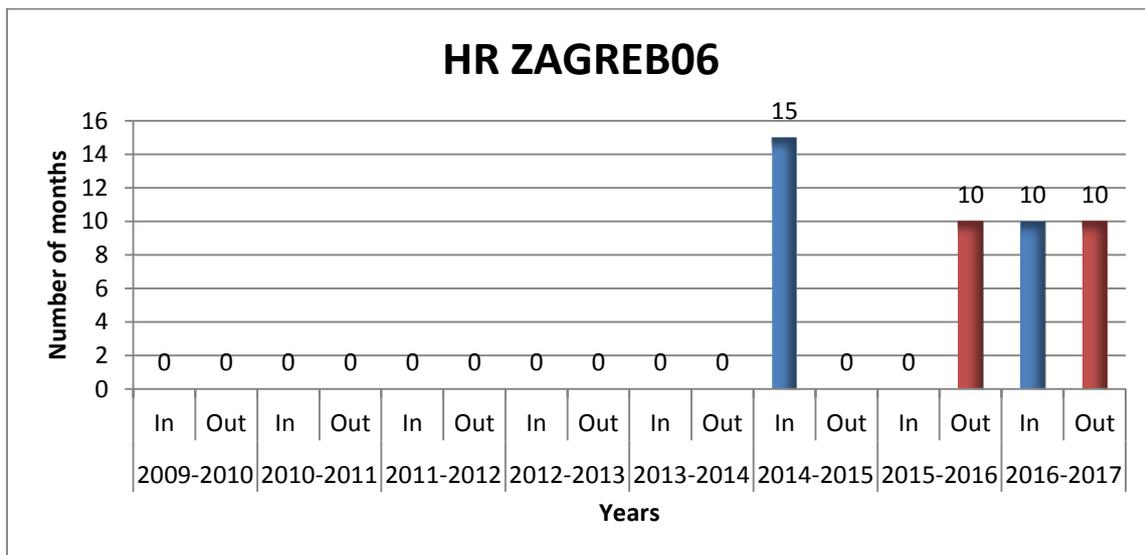
# ZAGREB SCHOOL OF ECONOMICS AND MANAGEMENT



- a) University code: **HR ZAGREB06**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended	B2

j) List of courses in English: **Level- Bachelor**

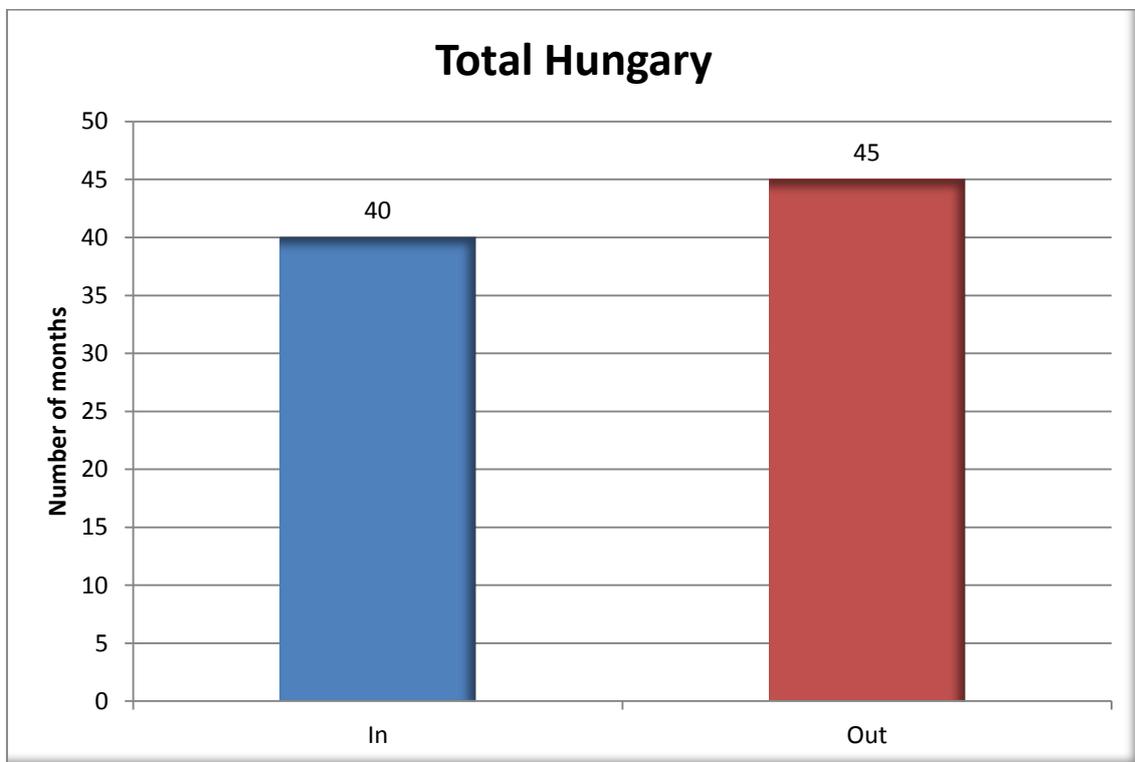
Term	Title	ECTS
1	Business Communication	2
1	Business Communication in English	2
1	Corporate Finance I	5
1	Cost Accounting	5
1	Croatian Language and Culture	4
1	Croatian Studies	3
1	E-business	5
1	Economic Geography	3
1	English for Economists	2
1	Entrepreneurship	5
1	Financial Institutions and Markets	4
1	Information and Communication Technology	6
1	International Economics	6
1	Introduction to Accounting	6
1	Introduction to Philosophy	4
1	Introduction into the European Union (only for the students who are currently on their 3rd or 4th year of studies at their home university))	4
1	Legal Environment of Business	3
1	Management	5
1	Management of Information Systems	5
1	Mathematics I	6
1	Microeconomics	6
1	Organizational Behaviour	3
1	Personal Finance	5
1	Principles of Economics I	6
1	Principles of Marketing	5
1	Promotion	5
1	Real Estate Financing	5
1	Rhetoric	2
1	Social Psychology	6
1	Sociology	3
1	Statistics II	6
1	Tourism	5
1	Spanish I	2
1	Chinese I	2
2	Behavioral Economics	5
2	Business Communication in English – ARP	3
2	Business English Language	3
2	Business Ethics and Corporate Social Responsibility	5
2	Consumer Behavior	5
2	Corporate Finance II	5
2	Croatian Language and Culture	4
2	Croatian Studies	3
2	Customer Relationship Management	5
2	E-marketing	5
2	Financial Accounting	5
2	Human Resource Management	4

2	Innovation Management	5
2	International Management	5
2	Investments	5
2	Macroeconomics	6
2	Managerial Accounting	5
2	Managerial Economics	5
2	Marketing Management	5
2	Mathematics for Economists and Managers	5
2	Mathematics II	6
2	Money and Banking	4
2	Operations Management	4
2	Principles of Commercial Law	5
2	Principles of Economics II	6
2	Principles of Law	4
2	Product Management	5
2	Public Finance	4
2	Russian and Eurasian Studies	5
2	Statistics I	6
2	Strategic Management	5
2	Web Design	5
2	Chinese II	2
2	Spanish II	2



# Hungary

## (HU)



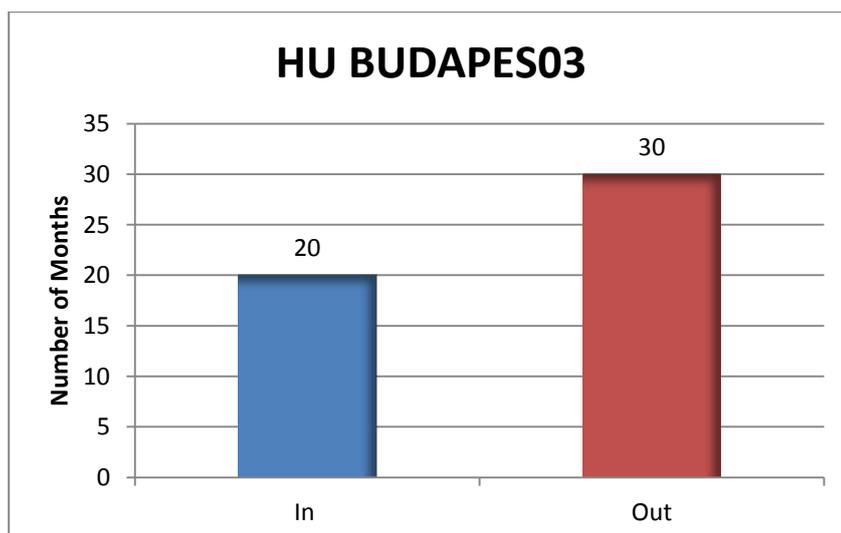
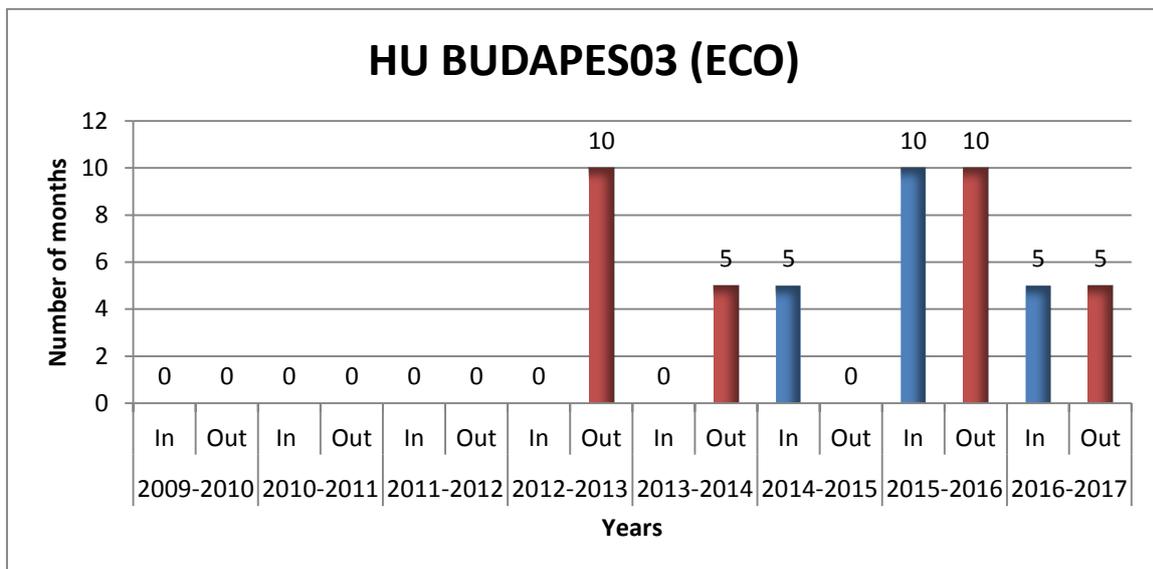
# BUDAPESTI CORVINUS EGYETEM



- a) University code: **HU BUDAPES03**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2, IELTS 5.5

j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1+2	Comparative Economic Policy	6
1	Comparative Economics	6
1	Comparative Political Economy	6
1	Cost-Benefit Analysis	6
1	Development and Crises in East Central Europe	6
1	Development and Economic Growth	3
1+2	Economic Policy of Market and Government Failures	3
1	Economics of Beauty and Health Industry	6
1	Economics of Globalization from the Perspectives of CEE	3
1	Economics of Health at Work	6
1	Family Business	3
1+2	Foundations of Political Economy	6
1	Health Economic Modeling	6
1+2	Health Policy and Finance	6
1+2	History of Economic Thought	6
1	Industrial Organization	6
1+2	Institutional Economics	3
1	Institutional Economics of the Public Sector	6
1	International Macroeconomics	6
1+2	Introduction to Game Theory	6
1	Introduction to Health Economics	6
1	Managing Organizations in the Public Sector	6
1	Market Design	6
1	Mathematics I.	6
1	Multilevel Governance	6
1	Political Economy of East Asian Development	3
1	Political Economy of Post-Communist Transition in Central and Eastern Europe	6
1	Public Economics and Finance	6
1	Public Policies for Human Development	6
1	Public Policy Analysis - The Argumentative Approach	6
1	Questionnaire Design and Survey Methods	6
1	Statistics II.	6
1+2	The Economic History of Eastern Europe in the 20th century	6
1+2	Trainings in Financial Communications	3
1+2	Value Based Purchasing of Services and Insurance in Health Care and Social Sector	6
2	Advanced Comparative Economics	6
2	Advanced Quantitative Methods	6
2	Behavioral Economics-Emotions in Economic Decisions	6
2	China and Europe. A Comparative Economic History of 19-20th Century	3
2	Comparative Economics of European Integration	6
2	Comparative Local Government Systems	6
2	Cooperative Games and Decisions	6

2	Fairness in Economics: Normative and Positive Perspectives	6
2	Finance	6
2	Health Economics	6
2	Illiberal Democracy in Central- and Eastern Europe	6
2	Introduction to Empirical Labour Market Analysis	6
2	Introduction to Insurance Economics	3
2	Introduction to Political Economy	6
2	Law and Economics	6
2	Life Insurance and Pension Calculations	3
2	Macroeconomic Model Building	6
2	Macroeconomics	6
2	Mathematics II.	6
2	Multivariate Data Analysis	6
2	Operations Research	6
2	Pharmacoeconomics and Health Technology Assessment	6
2	Practicing Public Policy	6
2	Public Financial Management	6
2	Public Policy Process in Central and Eastern Europe	6
2	Quality Improvement Management in Health Care	6
2	Statistics I.	6
2	The Political Economy of European Integration: Implications for Countries of Central- and Eastern Europe	6

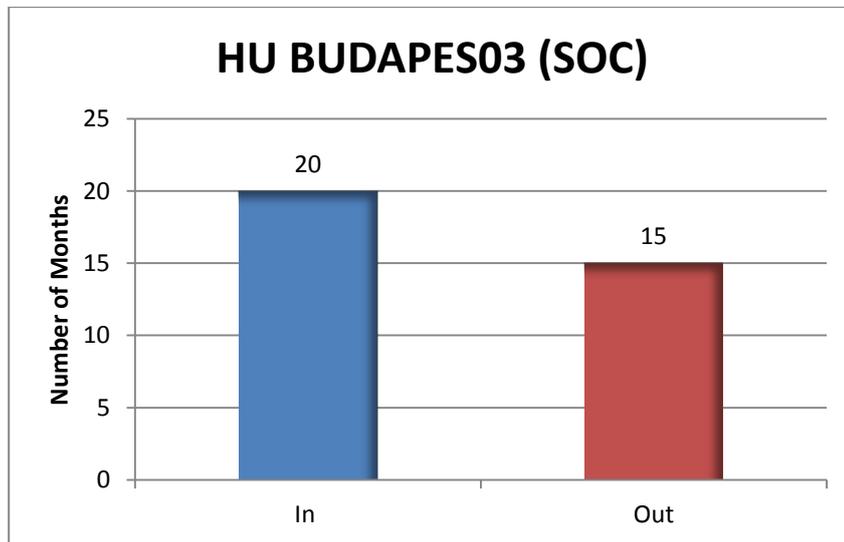
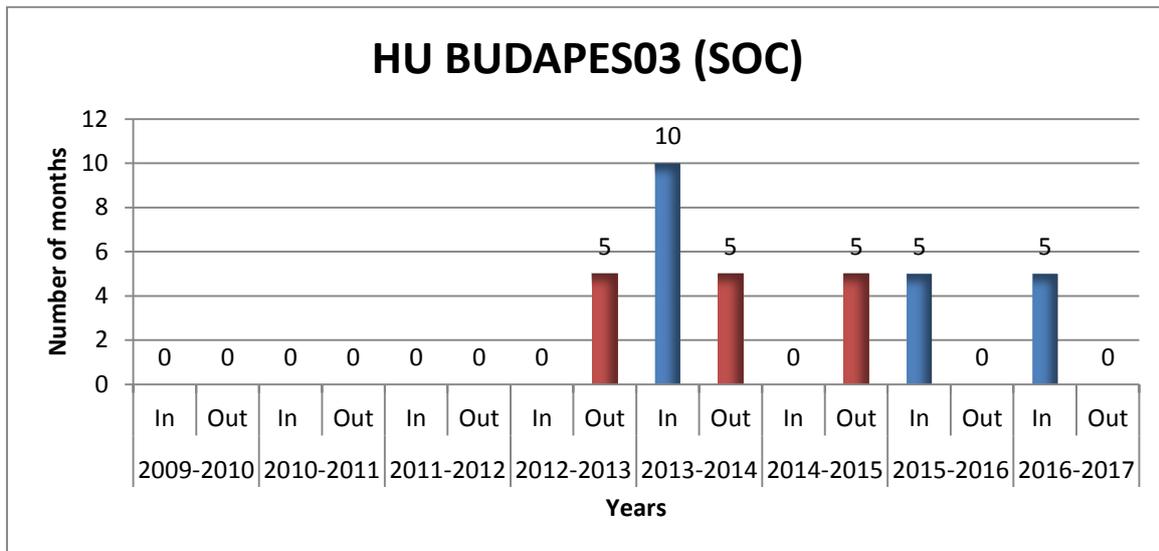
# BUDAPESTI CORVINUS EGYETEM



- a) University code: **HU BUDAPES03**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2, IELTS 5.5

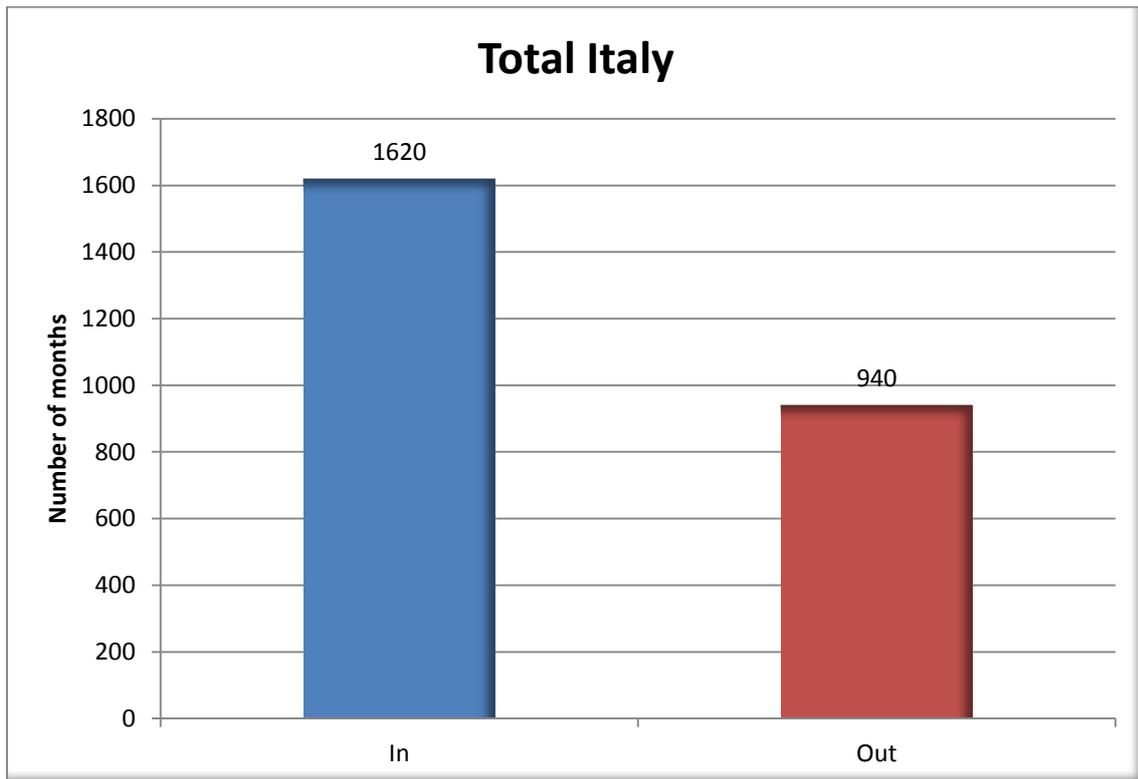
j) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
1	Applied Social and Environmental Responsibility	3
1	Branding & Self Branding	3
1	Budapest and East Central European Urbanisation	3
1	Central European Civilization Studies	3
1	Comparative History of Civilizations	3
1	Controlled Society	3
1	Development of European Integration	6
1	Early Modern and Modern World History	6
1	Economic History	3
1	English for Social Sciences I.	3
1	English Proficiency	3
1	European Community Law	6
1	European Regional Geography	3
1	Films and History	3
1	Foreign Policy of France	3
1	Foundations of Sociology	6
1	Gender Issues in Saudi Arabia	3
1	Gender Studies	3
1	History of International Relations from 1945	6
1	Individual and Group Interviews	6
1	Information Society	3
1	International Law I.	3
1	International Organisations	6
1	Introduction to Political Science	3
1	Media Coverage	3
1	Media Language at Work	3
1	Network Communication	3
1	Philosophy	6
1	Postcolonial Studies	3
1	Project Work	6
1	Rights-based Approach to Human Security and Development	3
1	Rule of Law and Democracy in Europe	3
1	Security Studies	6
1	Social History	3
1	Social History Methods	3
1	Social Inequalities	3
1	Social Problems in the Media	3
1	Social Science Research Methods	6
1	Society and Arts	3
1	Studies on Equal Opportunities	3
1	The Communication of Dictatorships	3
1	Theories of Communication	3
1	Trends in Sociological Theory	3
1	US Foreign Policy: Theoretical Frameworks, Actors, Cases	3

1	Visual Communication	3
2	Applied Linguistics	3
2	Benelux Studies	3
2	British Civilization	3
2	Cultural Anthropology	3
2	Economic and Human Geography	3
2	Economic Sociology	3
2	English for Social Sciences II.	3
2	Environmental and Climate Policy	3
2	Equal Opportunity Policies	3
2	EU Council decision-making simulation	3
2	European Economic Integration	3
2	Foundations of Psychology	6
2	Global Social Change and Inequalities	6
2	History of European Civilization	3
2	History of Islamic Civilization	3
2	Human Geography	6
2	International Law II.	3
2	International Political Economy	3
2	International Relations from 1815 to 1945	6
2	Introduction to International Relations	6
2	Introduction to the Modern Middle East and North Africa	3
2	Islam in Europe	3
2	Media History	3
2	Negotiation Management	3
2	Policies of the EU	6
2	Professional Language: English Proficiency	3
2	Public Speaking and Debating	3
2	Recent Development of the EU	3
2	Regional Studies	6
2	Research in Social Policy	3
2	Social and Demographic Problems	6
2	Social Communication	3
2	Society and Culture in Saudi Arabia	3
2	Terrorism and Political Violence	3
2	The Art of Persuasion	3
2	The History of Sociology	3
2	The Methodology of Sociological Research I.	6



# Italy (I)



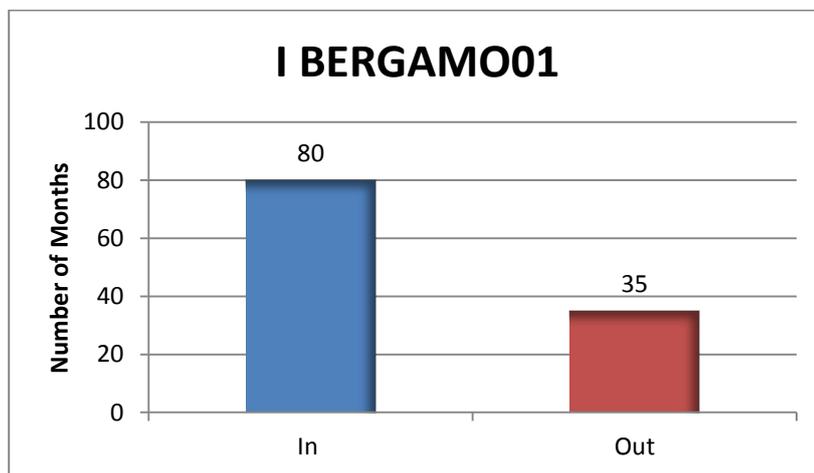
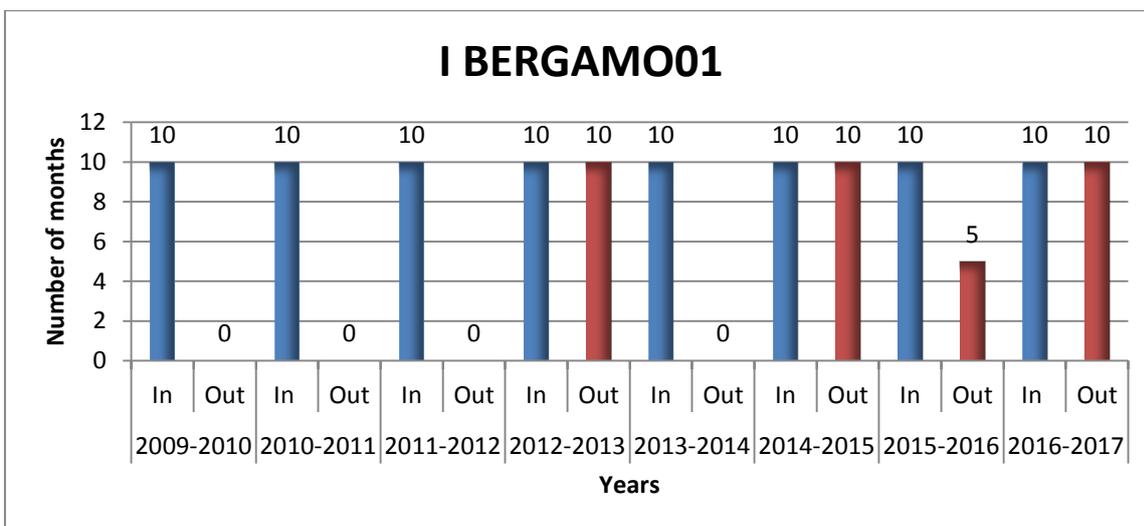
# UNIVERSITÀ DEGLI STUDI DI BERGAMO



- a) University code: **I BERGAMO01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in Italian: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR	In case there are courses in more than one language, for the acceptance of the student is necessary to prove..
English	Recommended	B2	Both
Italian	Recommended	B1	Both

k) List of courses in Italian: **Level- Bachelor**

Term	Title	ECTS
1	Add English Language B2	6
1	Private Law	6
1	Business Administration	9
2	Management	9
Annual	Calculus	9
2	Computer Sciences	6
2	Economics	9
1	Organization Theory	6
1	Financial Accounting (Advanced)	9
1	Business Law	6
2	European Union Law	6
1	Tax Law	6
2	Bank And Insurance Products	6
2	Economics Of Regional Blocks	9
1	International Trade Management	6
1	International Economics	9
2	Monetary Economics	9
2	Corporate Finance	6
1	Financial Mathematics	6
1	Accounting	9
1	Operations Research	6
2	Economic Statistics	6
2	Statistics I	9
1	Add Lingua Inglese C1	6
2	Public Sector Accounting	6
1	Auditing And Governance	9
2	Financial Markets And Institutions	9
1	Investments	6
2	Industrial And International Business Management	12
2	International Business Management	12
1	International Trade Management	6
2	Corporate Finance	6
1	Business Financing	6
2	Management Of Public Utilities	6
1	Computer Science For Finance	6
Annual	How To Write A Dissertation	3
1	Marketing	9
1	International Marketing	6
1	Merger And Acquisition Accounting	6
1	Management Accounting	6
2	Business Strategy	6
1	Supply Chain And Logistics	6
1	Game Theory And Decision Theory	6
1	Economic History	6
2	History Of Economic Thought	6
2	Microeconomics	9
2	Statistics I	6

1	Advanced Calculus	6
1	Public Law	9
2	Econometrics	6
2	Management	6
2	Industrial Organization	9
1	Economics Ii	12
2	Economic Policy	9
1	Statistics - Ii	6
1	Labour Economics	9
2	Economics Of Innovation	9
1	International Economics	9
2	Public Economics	6

**l) List of courses in Italian: Level- Master**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
2	Public Sector Accounting	6
1	Auditing And Governance	9
Annual	International Accounting	12
Each Term	International Accounting	6
2	Financial Accounting (Advanced)	9
1	Advanced Calculus	6
1	Strategic Management Accounting	9
1	Business Law	6
1	Markets And Companies Law (Advanced)	6
2	European Union Law	6
2	Bankruptcy Law	6
1	Private Law	6
2	Civil Procedure Law	6
1	Public Law	9
1	Tax Law	6
1	Tax Law (Advanced)	6
2	Econometrics	6
1	Business Administration	9
2	Economics Of Financial Intermediaries	9
1	Economics Of Financial Intermediaries Advanced (4 modules)	12
2	Economics Of Securities And Insurance	6
2	Economics Of Groups And Consolidated Financial Statements (2 modules)	6
1	Economics Work	9
1	Market economy Mobiliare	6
1	Economics Of The Securities Market Advanced	9
2	Economics Of Large Geographical Areas (3 modules)	9
2	innovation economy	6
2	Economics of Innovation (3 modules)	9
2	Economics and Business Management	6
2	Economics And Management Of Business (3 modules)	9
2	Economics And Management Of Industrial Enterprises and International	12
2	Economics And Management Of International Companies (2 modules)	6
2	Economics And Management Of International Companies (4 modules)	12
1	Economics And Management Of Advanced International Companies (4 modules)	12

1	Of Economics And Technology International Exchange	6
2	Industrial Economics	9
1	International Economics (3 modules)	9
2	Monetary Economics (3 modules)	9
1	International Monetary Economics (2 modules)	6
2	Public Economics (6 CFU)	6
1	Elements Mathematics (2 modules)	6
Annual	Elements Mathematics (3 modules)	9
2	Corporate Finance (2 modules)	6
2	Advanced Corporate Finance (2 modules)	6
2	Advanced Corporate Finance (3 modules)	9
1	Financing Of Companies (2 modules)	6
2	Public Services Management	6
1	On the Management Company And Creation Of Value (2 modules)	6
Annual	On the Management Company And Creation Of Value (4 modules)	12
2	On the Management Company And Creation Of Value (6 CFU)	6
1	On the Management Company In the EU J. Monnet	6
2	Strategic Management for Innovation	9
1	Entrepreneurship and Private Equity	6
Annual	Entrepreneurship, Private Equity Professional Service Firms (PSF)	12
1	Companies In International Markets	6
2	informatics	6
1	Computer For The Finance	6
1	Public Law	6
2	Principles Of Economics	9
1	Principles Of Political Economy Ii	12
1	The Historical Dimension in Economics: The Facts	6
2	The Historical Dimension In Economics: Theories	6
2	Advanced English Language	6
2	Management Consulting	6
1	Management In Healthcare	6
1	Marketing	9
2	Advanced marketing	6
Annual	Advanced Marketing and Economics And Management Of Advanced International Companies (4 modules)	12
1	International marketing	6
1	Financial Mathematics (2 modules)	6
2	microeconomics	9
2	Measurement Of Credit Risk and Operational Risk Of	6
1	Operations And Financial Extraordinary	6
1	Business Organization (6 CFU)	6
1	Organization And Management Of Work Relations	6
2	Economic policy (3 modules)	9
1	European Economic Policy	6
1	Probability And Statistics For The Advanced Finance	9
2	Professional Service Firms (PSF)	6
1	Programming And Control	6
1	Programming and Control (3 modules)	9
1	General Accounting	9
1	Operations Research (2 modules)	6

2	International exchange	6
2	Advanced Business Statistics (6 CFU)	6
2	Advanced Business Statistics (9 CFU)	9
2	Economic statistics	6
2	statistics I	6 or 9
1	statistics II	6
1	Of Accounting History	6
2	Economic History And Of the company	6
2	Strategy and Business Policy (2 modules)	6
1	Supply Chain And Logistics	6
1	Professional technical	9
1	Theory Of Games And Of Decisions (6 CFU)	6
2	Of the portfolio theory (2 modules)	6
2	Of the portfolio theory (3 modules)	9
1	Assessments On the company	6

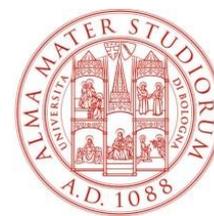
m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Topics in International Business (Missouri)	6
2	Special Topics in Marketing (Missouri)	6
2	Managing Product and Brand Innovation (Missouri)	6
2	International Finance (Missouri)	6
2	International Marketing (Missouri)	6
2	Banking and Insurance Companies (Missouri)	6

n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Accounting History	6
Annual	Advanced and International Accounting	12
2	Applied Econometrics (Micro econometrics and Financial Econometrics)	6
1	Business Ethics	6
Annual	Business Ethics and Corporate Governance	12
2	Change Management and Organization Behaviour	6
2	Corporate Finance (advanced)	6 or 9
2	Credit and Operational Risks Measurement	6
1	Cross-cultural and Diversity Management	6
2	Economics of Competition and Regulation	6
1	Energy and Environmental Economics	6
1	Entrepreneurship Bootcamp	6
Annual	Entrepreneurship Bootcamp and Marketing Strategies (advanced)	12
1	EU Fiscal and Monetary Policy	6
1	Evaluation of Public Policies	6
1	Financial Markets and Institution (advanced)	12
2	Financial Sustainability	6
2	Global Strategy and Management Decision	12

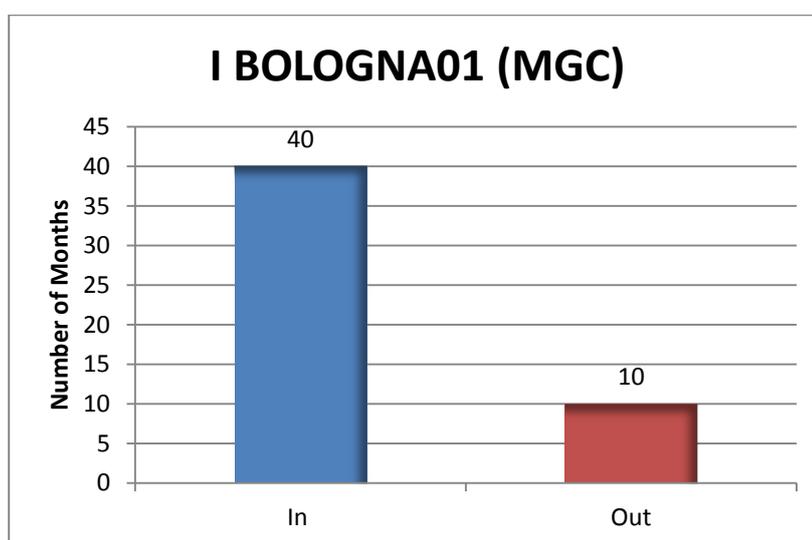
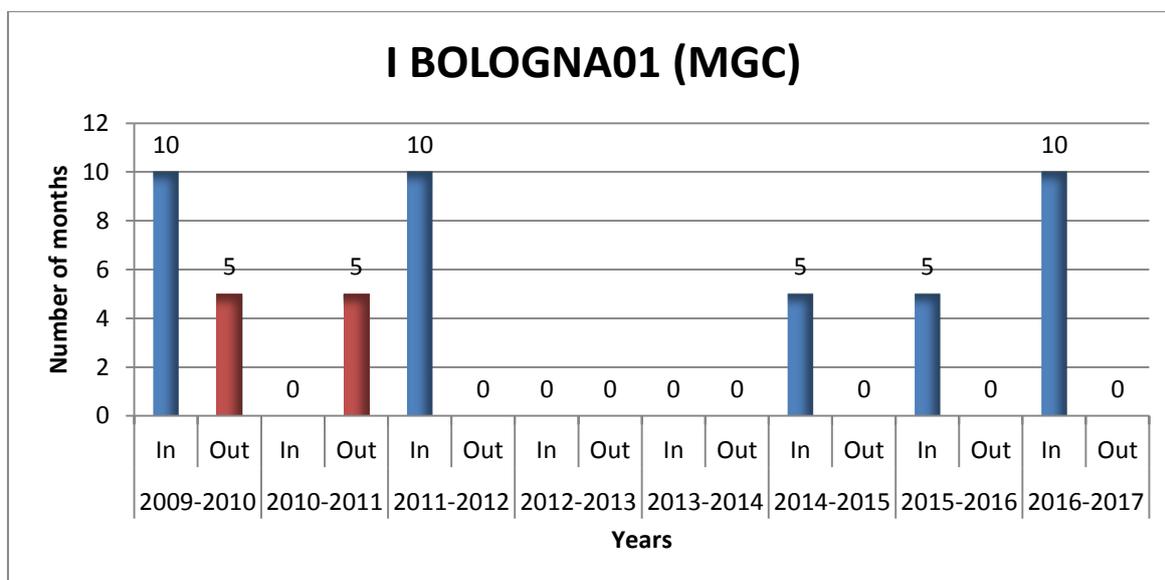
2	Innovation and Industries' Evolution	6
2	International Accounting	6
2	International Business and Trade	6
1	International Business Management (advanced)	6 or 12
2	International Monetary Economics	6
1	Knowledge and Marketing Management	12
2	Macroeconomics	9
2	Managerial Finance	6
1	Market Research for Business Development and Innovation	6
2	Marketing Strategies (advanced)	6
1	Markets and Companies Law (advanced)	6
1	MATLAB for Finance	6
1	Probability and Statistics for Business and Finance	9
2	Public Sector Governance	6
2	Quantitative Models for Decision Making	6
2	Risk Assessment and Auditing in Multinational Entities	6
1	Risk Management and Derivatives	9
1	Seminar in Leadership and HRM	6
2	Social Institutions and Labour Markets	6
1	Statistics for Management	9
1	Strategic Management Accounting	9
Annual	Sustainability Accounting and Governing Sustainability	12
2	Topics on Globalization	6
1	Understanding Economic Statistics	6



- a) University code: **I BOLOGNA01**
- b) Study field: **Business and Administration others (Master in Cultural Management)**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **208<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



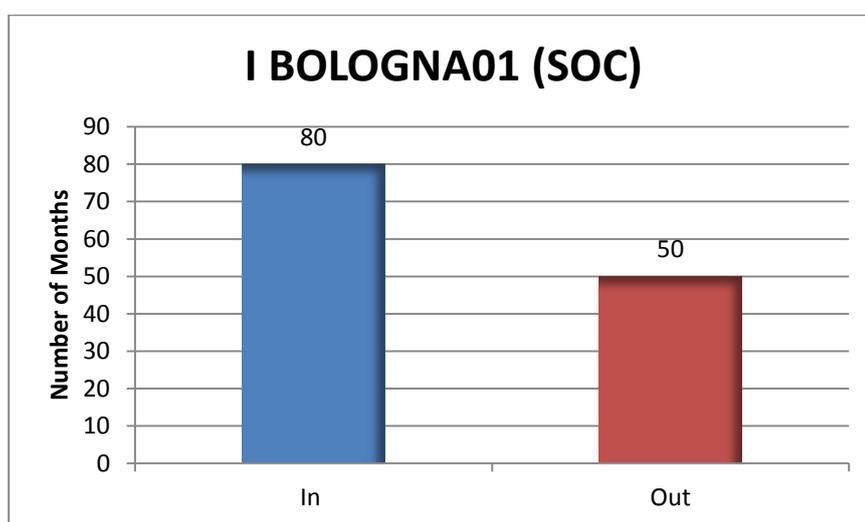
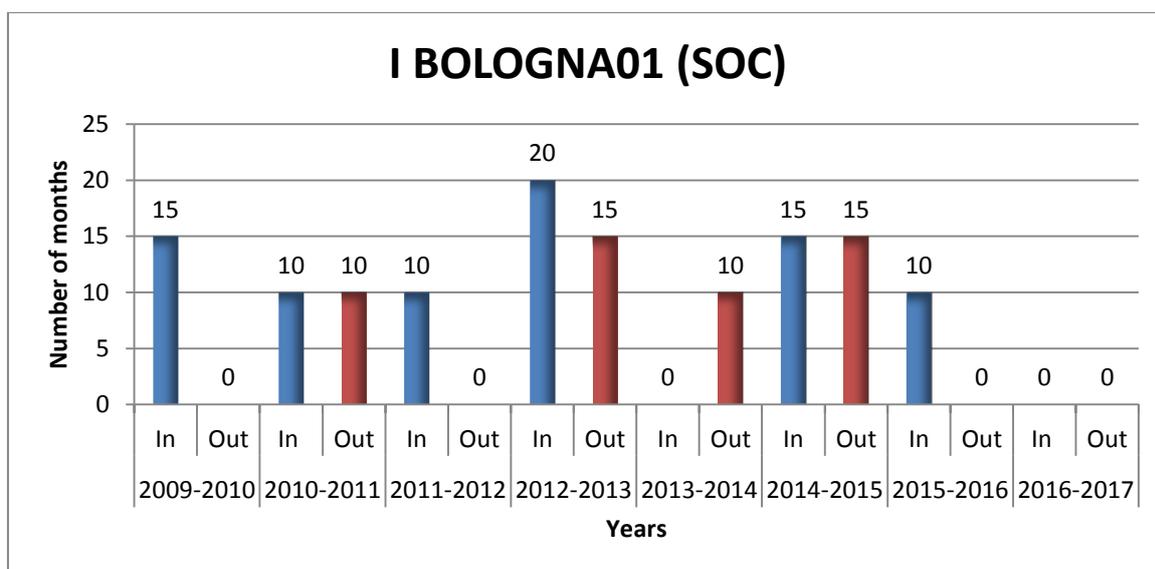
Master level courses available for students who have achieved 180ECTS: **Not provided /**  
 Course offer in Italian: **Not provided /** Course offer in English: **Not provided /** Language requirements: **Not provided /** List of courses in Italian: **Not provided /** List of courses in English: **Not provided**



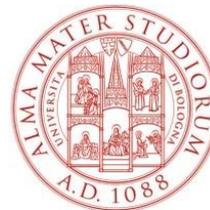
- a) University code: **I BOLOGNA01**
- b) Study field: **Sociology**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **208<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



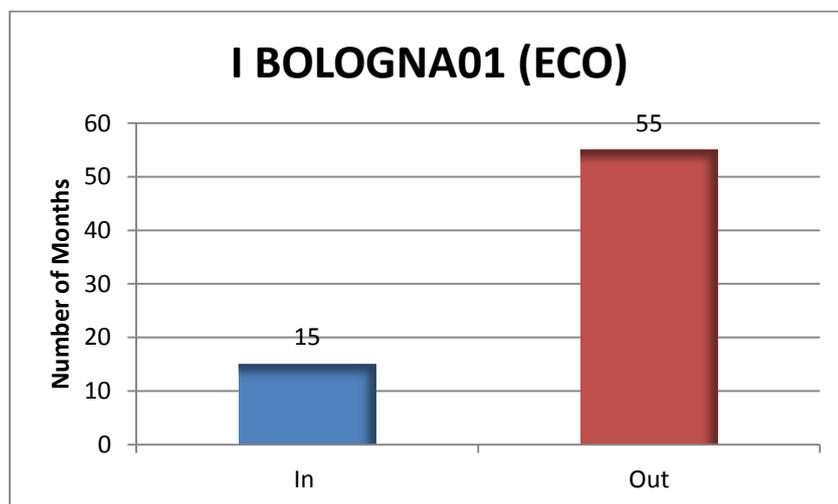
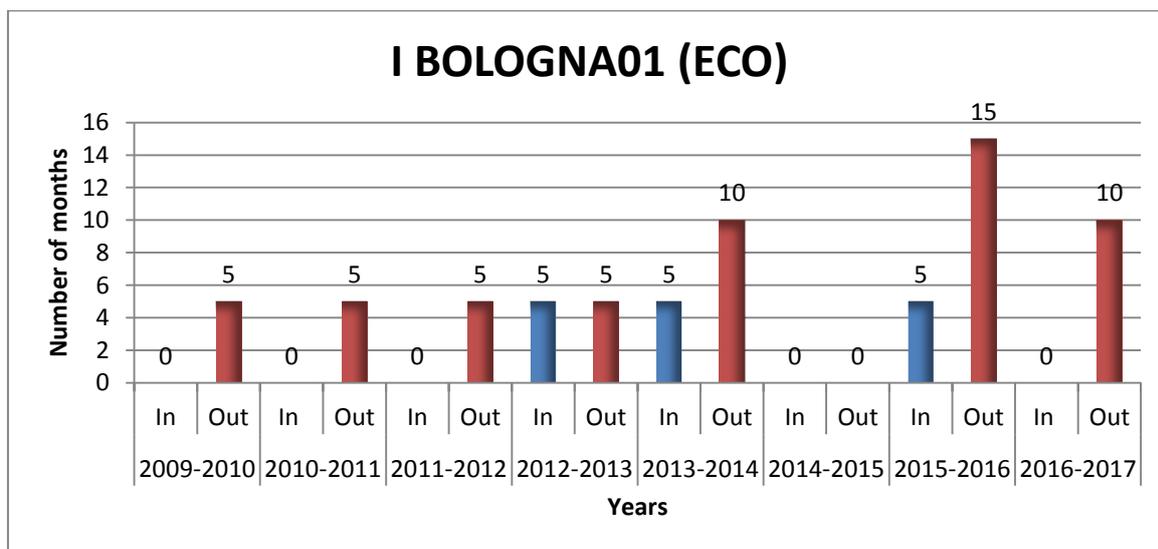
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **I BOLOGNA01**
- b) Study field: **Economics**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **208<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	A2
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in Italian: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Recommended	B1
Italian	Recommended	A2

k) List of courses in Italian: **Level- Bachelor**

Term	Title	ECTS
1	Economics Of Business And Accounting Principles '	8
2	Legal Institutions (C.I.): Economy Right; Private Law Institutions	12
1	General Mathematics	8
2	Microeconomics	8
2	General And Applied	8
1	Economic History	8
1	Fitness 'Informatica	3
Each Term	Fitness 'English Language B1	6
2	Commercial Law	8
2	Macroeconomics	8
1	Financial Mathematics	8
2	Business Organization	8
1	International Accounting And Business Review (C.I.): International Accounting; Standards; Business Review	12
2	Financial Science	8
1	Statistics	8
2	Tax Law	8
1	Business Finance	8
2	Business Strategy (And Entrepreneurship ')	8
2	Economics Of Financial Intermediaries	8
1	Planning And Control (C.I.): Checking The Performance Company; Economy Of Enterprises And General Government	12
1	Analysis Of Financial Performance	8
2	Marketing	8
1	Economics Of Financial Intermediaries	8
1	Industrial Economics	8
1	Business Finance	8
2	Programming And Control	8
2	Business Strategy (And Entrepreneurship ')	8
1	Labor Law	8
2	Econometrics	8
1	Accounting 'And Financial Analysis Of Public Administration	6
2	European Union Law	6
1	Law Of Insolvency Procedures	6
2	Economic Geography And Environmental Economics	6
2	Economics, Policies And Sustainability 'Agroalimentare	6
1	Economy Public	6
1	English For Business B2	6
1	Finance And Money Laundering Legislation	6
2	Chinese	6
1	Marketing And Management Of Food Products	6
1	Simulated	6
2	General Sociology	6
2	History Of Economic Thought	6

l) List of courses in Italian: **Level- Master**

Term	Title	ECTS
2	Commercial Law li	6
1	Tax Law li	6

2	Quantitative Methods	6
2	Financial Science Ii	12
1	Strategies And Evaluation Of Enterprises (C.I.): Corporate Strategy; Evaluation Of Enterprises	12
1	Technical Training	12
1	Consolidated Financial Statements	6
1	Cost Management	6
2	Crisis Business And Return To Value	6
2	Law Of Insolvency Proceedings Ii	6
1	Criminal Law Firm	6
2	Internal Audit	6
2	Control Systems	6
1	Statistics For The Budget Analysis	6
2	Taxation 'Business And Tax Procedures	6
1	Elements Of Internal And International Tax Planning	6
2	History Of Finance	6
1	Law Firm Advanced	6
2	Economy (C.I.): Economy And Competition Policy; Game Theory	12
2	Consumer Behaviour	6
1	International Accounting Standards	6
1	Of Performance Management Systems (C.I.): Laboratory Of Strategic Management Of Costs; Of Performance Measurement Systems	9
2	Business Statistics	9
1	Fitness 'Statistical	3
1	Project Management	6
1	Developing Human Resources And Leadership	6
2	Economic Theory Of Organizations	6
1	Business Planning (C.I.): Business Plan; Laboratory Of New Venture Financing	9
2	Consumer Behaviour	6
1	Entrepreneurial Finance And Corporate Banking (C.I.): Corporate Banking; Finance Entrepreneurial	12
2	Extraordinary Finance	6
2	Strategy And International Management (C.I.): Management And Marketing International; Strategic Analysis Laboratory	9
1	I Public-Private Partnerships: The Ppps	6
1	The Third Sector Law (C.I.): Right Of Cooperation; Law And Economics Of Local Non-Profit	12
1	Social Economy (C.I.): Civil Economy; Sociology Of Organizations Non-Profit	12
2	Economic Ethics	6
2	Management Of The Social Enterprise And Cooperative	6
2	Statistical Methods For Data Analysis	6
2	Mission And Accountability Of Cooperative Businesses	6
2	Welfare Policies And Third Sector (C.I.): Economy Health 'And Of Social And Health Services; Economy Of Social Status	12
2	Business Plan Workshop For Entrepreneurship 'Social	3
1	Economy Of Culture	6

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	Investments: - 1st Part In Italian (2 Ects); - 2nd Part In English (6 Ects)	8

2	Financial Analysis	8
1	Principles Of Accounting	8
2	Principles Of Law	8
1	Mathematics	8
2	Microeconomics	8
2	Management (I.C.): - Fundamentals Of Management; - Introduction To Finance	8
1	Global Economic History	8
2	Computational Tools	3
1	Business English B2	8

n) List of courses in English: **Level- Master**

Term	Title	ECTS
2	Business Performance Analytics	6
1	Administration And Strategy (C.I.): Administrative Processes; Corporate Strategy Laboratory	9
1	Cost Management	6
2	Comparative Labour Law	6
1	Financial Accounting & Reporting	6
1	Business Plan	6
2	Food Supply Chain Management	6
1	International Economics (C.I.): International Finance; International Trade	12
2	Management Accounting And Strategic Control (C.I.): Financial Analysis; Performance Management Systems	12
2	Quantitative Methods (C.I.): Data Mining; Econometrics	12
1	International Management (C.I.): International Management E Marketing; Marketing Metrics Laboratory	9
2	Merchant Banking And Private Equity (C.I.): Due Diligence Laboratory; Private Equity And Structured Finance	9
1	Mergers, Acquisitions And Corporate Valuation (C.I.): Corporate Valuation; Mergers And Acquisitions (M&A)	9
2	Economics Of Innovation	6
1	Cost Management	6
2	Job Placement Seminar	3
2	Accounting Ethics And Social Responsibility	6
1	Economia Dello Sviluppo E Cooperazione Internazionale	6
2	Imprenditorialita' Sociale	6
2	Venture Capital Philanthropy	6
1	Programming and Accountability in Public Companies and Non Profit (C.I.): Management Accounting in Public and Non Profit Sector (Inglese 6 ECTS); Budget and Sustainability (Italian 6 ECTS)	12
2	Finance For The Non Profit Companies (C.I.): Finance Ethics (Italian 6 ECTS); Fund Raising (English 6 ECTS)	12

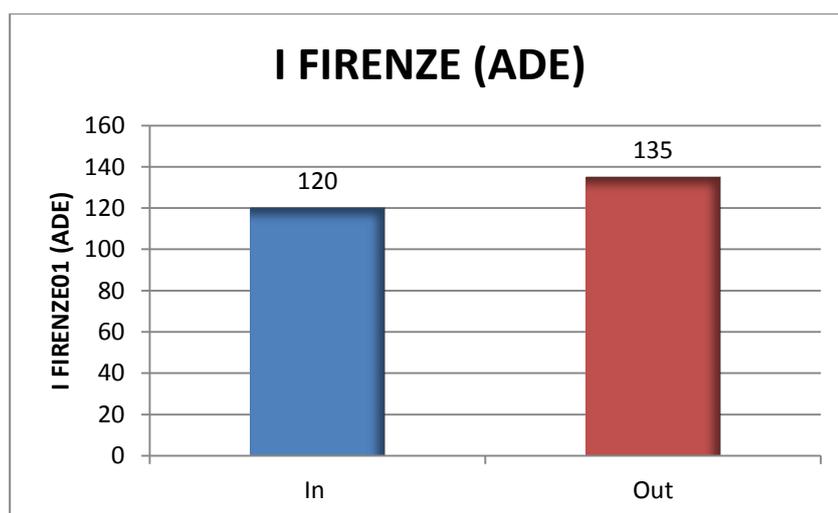
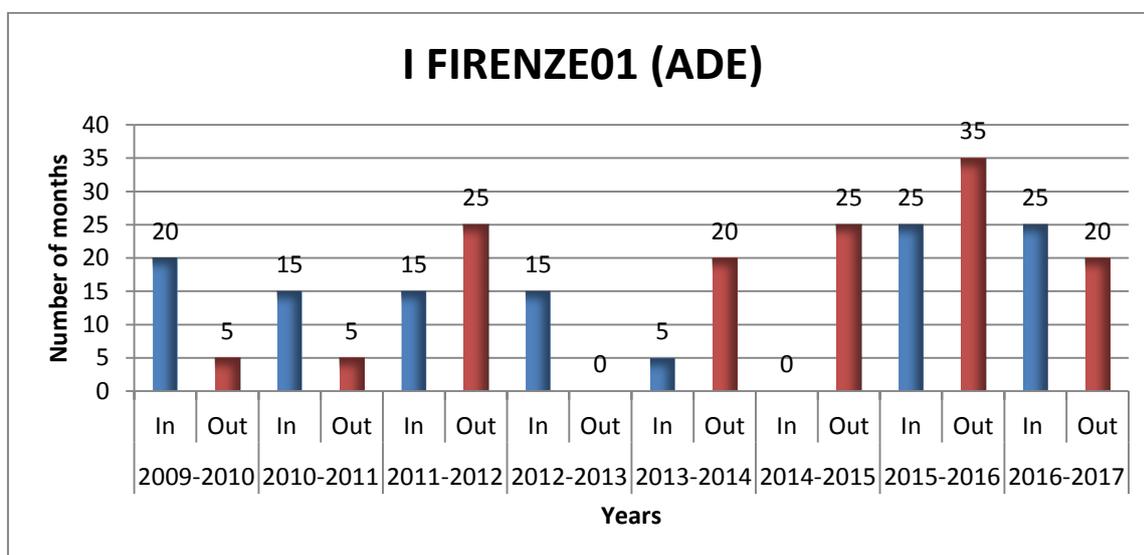
# UNIVERSITÀ DEGLI STUDI DI FIRENZE



- a) University code: **I FIRENZE01**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



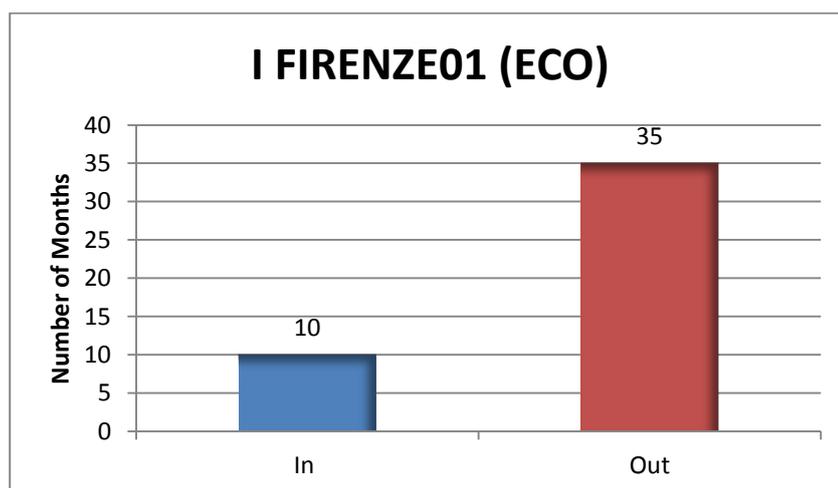
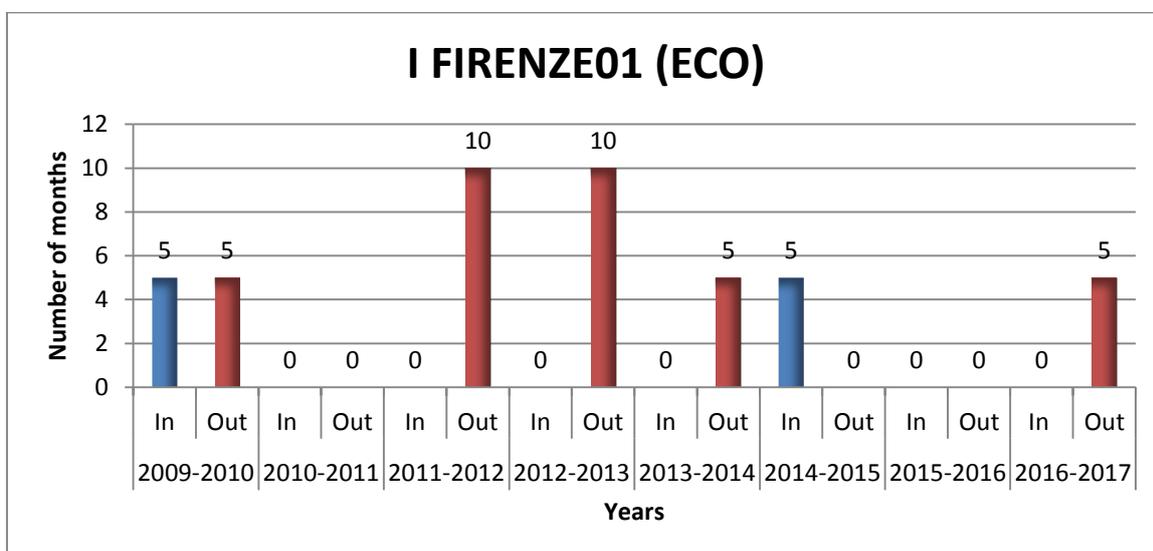
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **I FIRENZE01**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

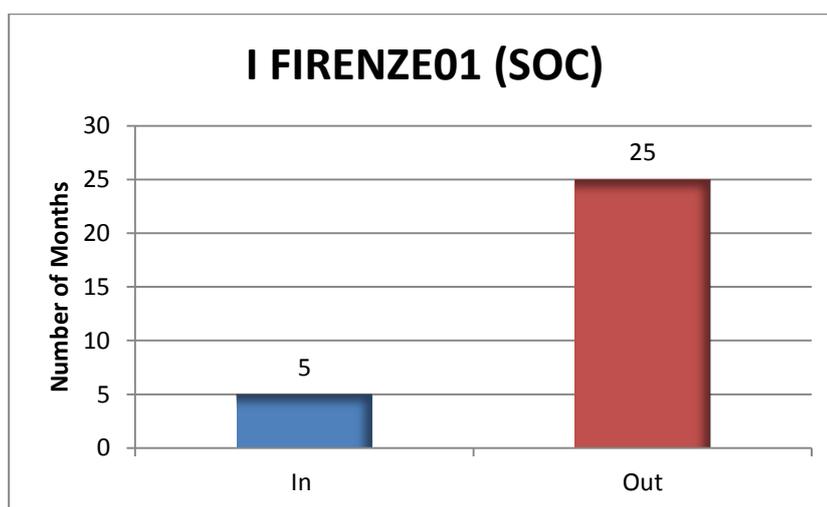
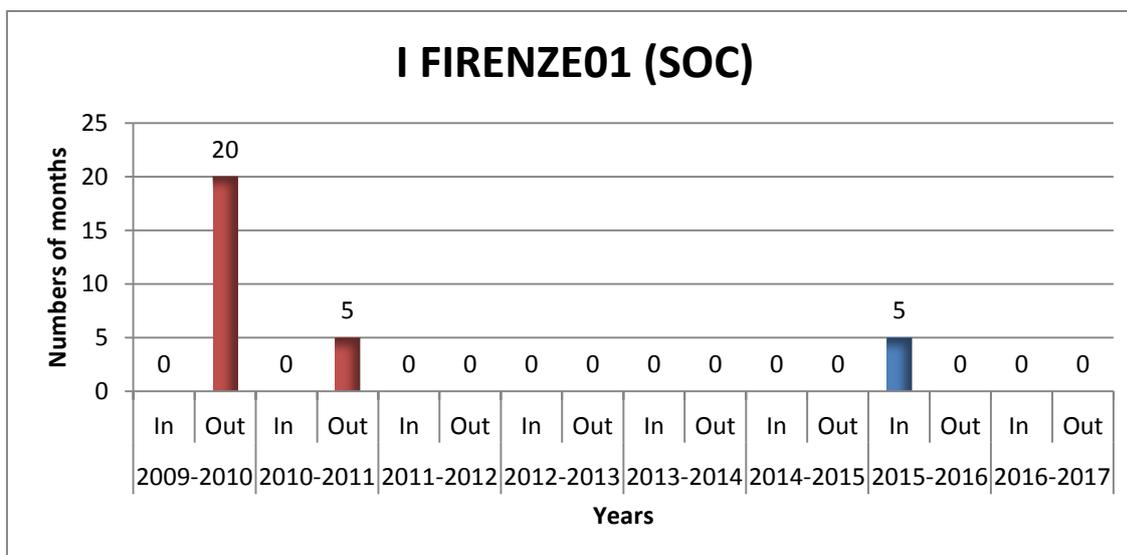
# UNIVERSITÀ DEGLI STUDI DI FIRENZE



- a) University code: **I FIRENZE01**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

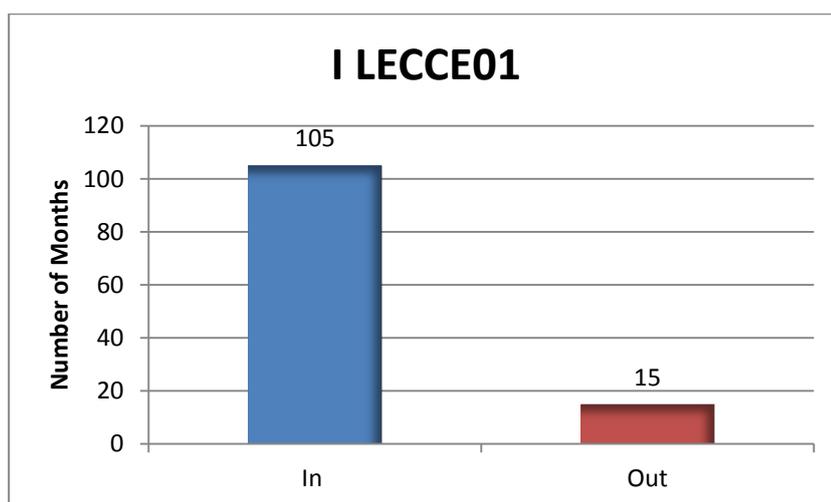
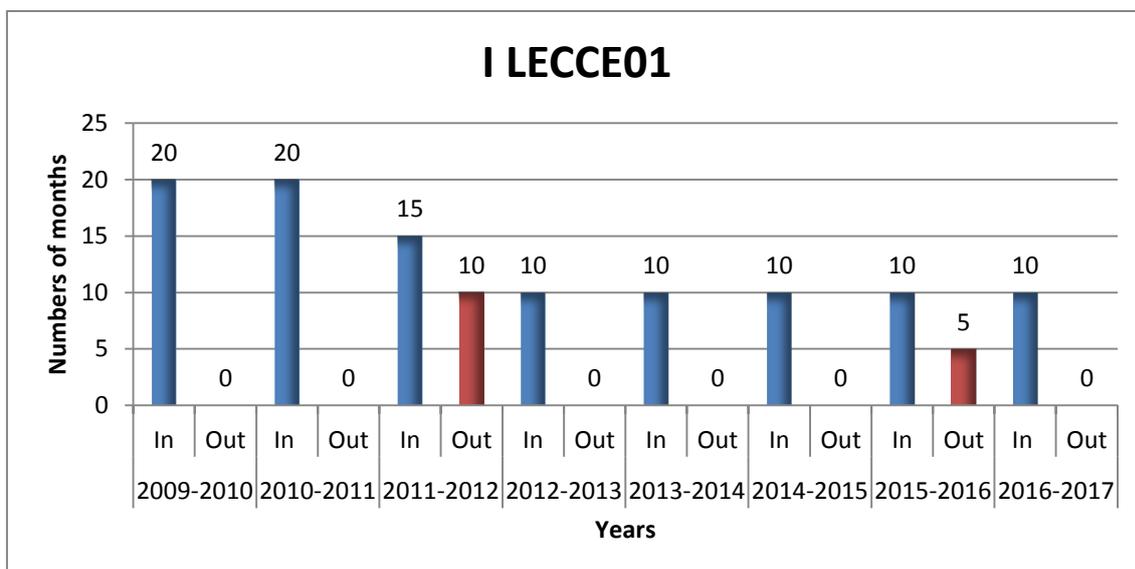


Master level courses available for students who have achieved 180ECTS: **Not provided yet/** Course offer in Italian: **Not provided yet/** Course offer in English: **Not provided yet/** Language requirements: **Not provided yet/** List of courses in Italian: **Not provided yet/** List of courses in English: **Not provided yet**

- a) University code: **I LECCE01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet**/Course offer in Italian: **Not provided yet**/ Course offer in English: **Not provided yet**/ Language requirements: **Not provided yet**/ List of courses in Italian: **Not provided yet**/List of courses in English: **Not provided yet**

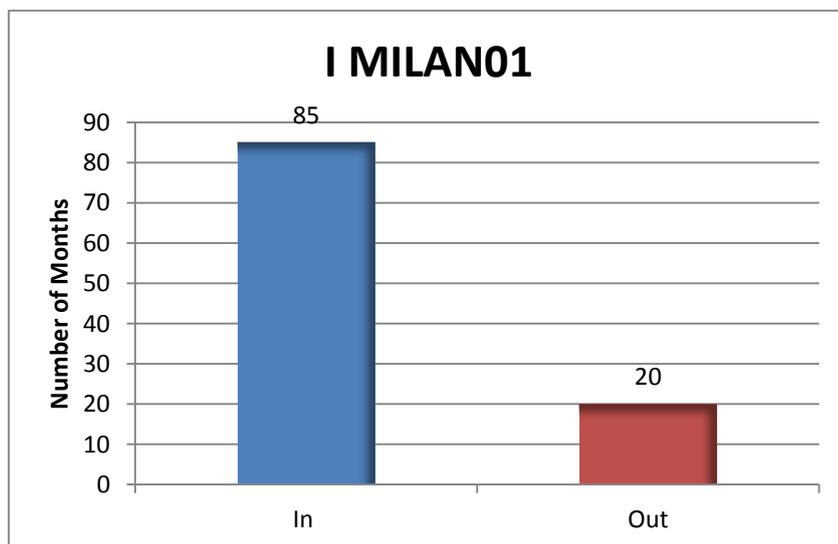
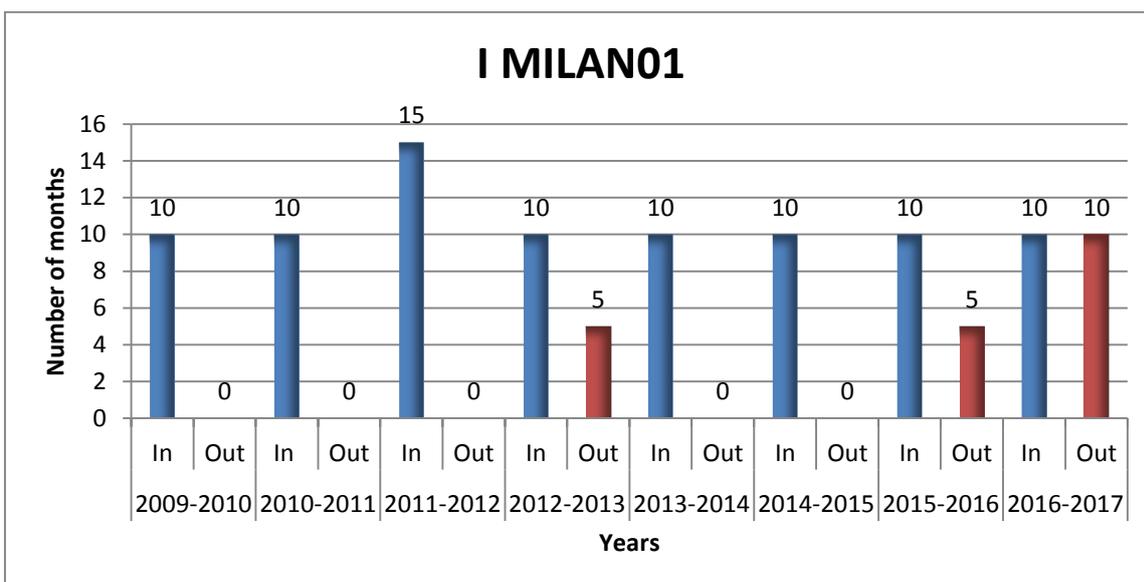
# UNIVERSITÀ DEGLI STUDI DI MILANO



- a) University code: **I MILAN01**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **370<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) List of courses in Italian: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFRL
English	Recommended	B2
Italian	Recommended	B2

Courses are organised into 3 terms.

- 1 Term: 19 September 2016 to 3 December 2016

- 2 Term: 9 January 2017 to 18 March 2017

- 3 Term: 3 April 2017 to 24 June 2017

k) List of courses in Italian: **Level- Bachelor**

Term	Title	ECTS
3	Budget analysis	12
2	sector analysis and company strategies	9
3	Business planning and start-up business	9
1	Commercial law	6
2	European Union Law	6
2	Labor law	6
2	Private law	6
2	Econometrics	6
1	Business administration	9
2	Brokerage Economics	9
2	Laboratory financial investments	3
2	Macroeconomics	12
2	Management	12
2	Marketing	9
1	Mathematics	12
3	Microeconomics	12
1	Political Economics	9
3	Financial Science	9
1	Statistics	12
1	Economic statistics	6
1	Economic history	9

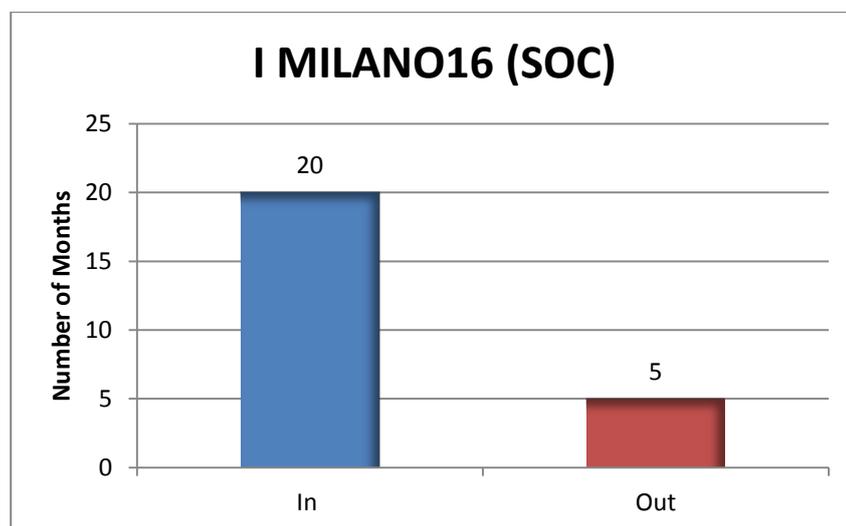
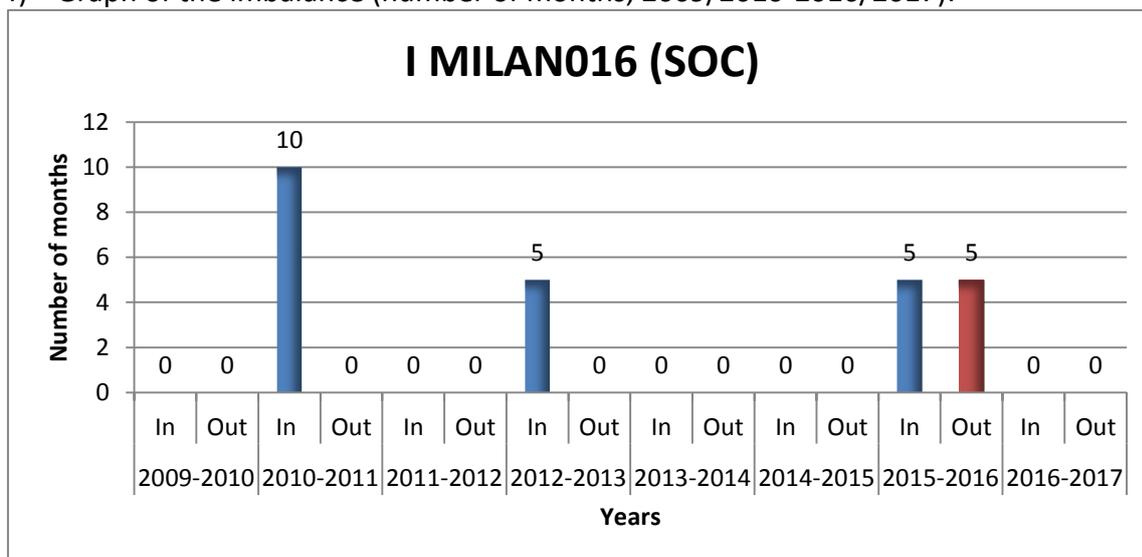
l) List of courses in English: **Level- Master**

Term	Title	ECTS
3	Advanced macroeconomics	6
2	Advanced microeconomics	6
2	Data mining and computational statistics	9
1	Financial investments	6
2	International economic law	6
1	Mathematical methods and modeling	9
3	Risk assessment and management	6
1	Time series analysis	6
1	Decision theory and behavioural economics	6
2	Financial markets and financial crises: a historical approach	6
3	Comparative politics	9
1	Game theory	6
2	International economic law	6
1	Optimization	6
2	Positive political theory	9
1	Research methods	12
1	Global firms and markets	12
2	Comparative welfare states	9
3	International political economy	9
2	Governance of the European union	6
2	Social justice in a global world	6
1	Advanced computer skills	3
2	Laboratory of empirical analysis of inequality	3
3	Orientation seminar	3

- a) University code: **I MILAN016**
- b) Study field: **Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **651<sup>st</sup>- 700<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

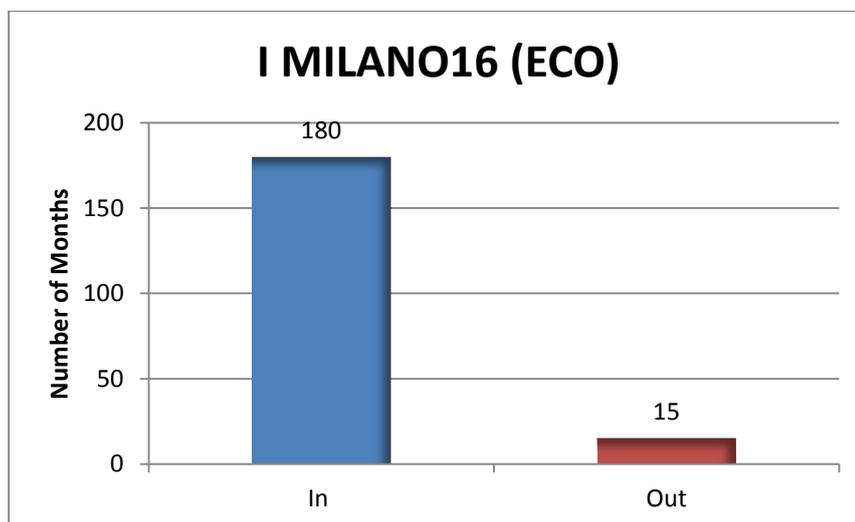
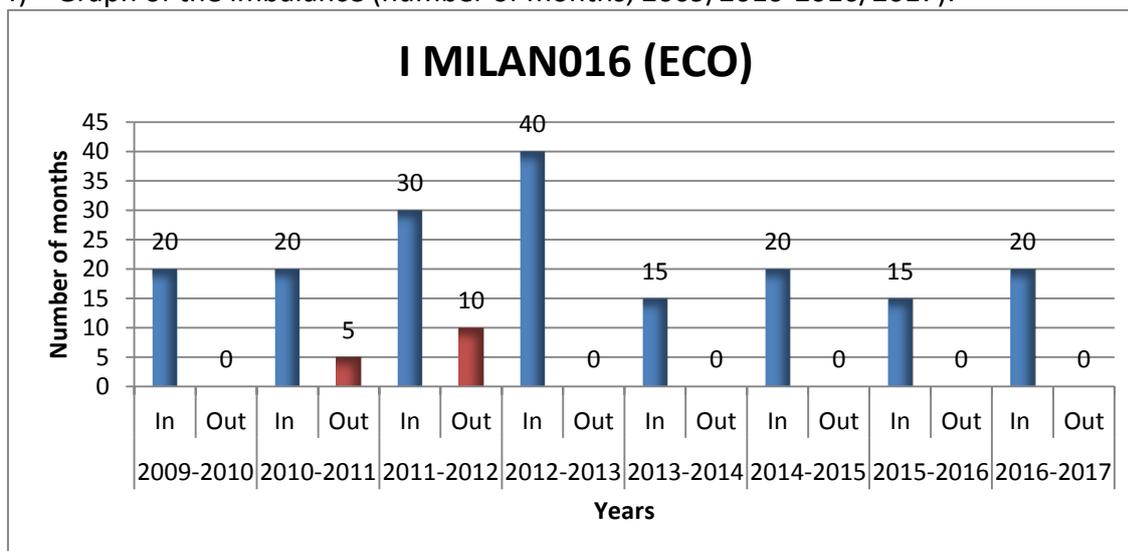


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **I MILAN016**
- b) Study field: **Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **651<sup>st</sup>- 700<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFRL
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



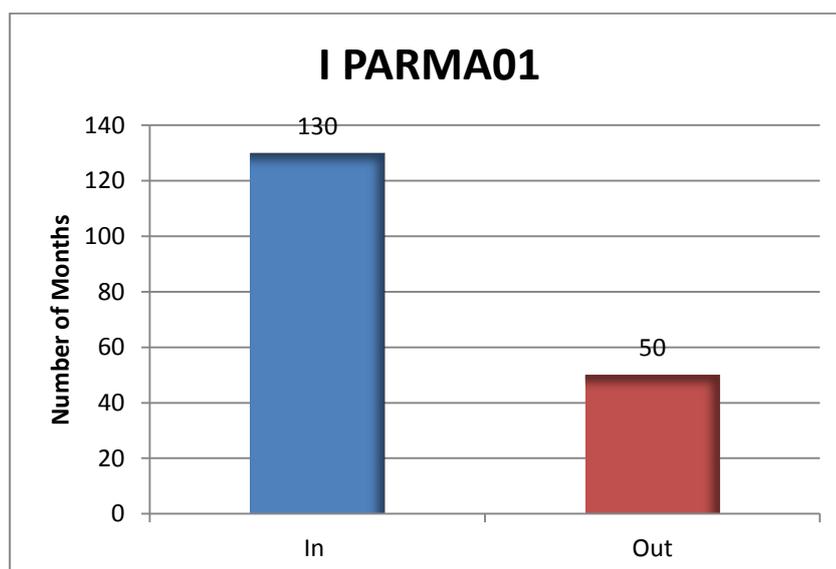
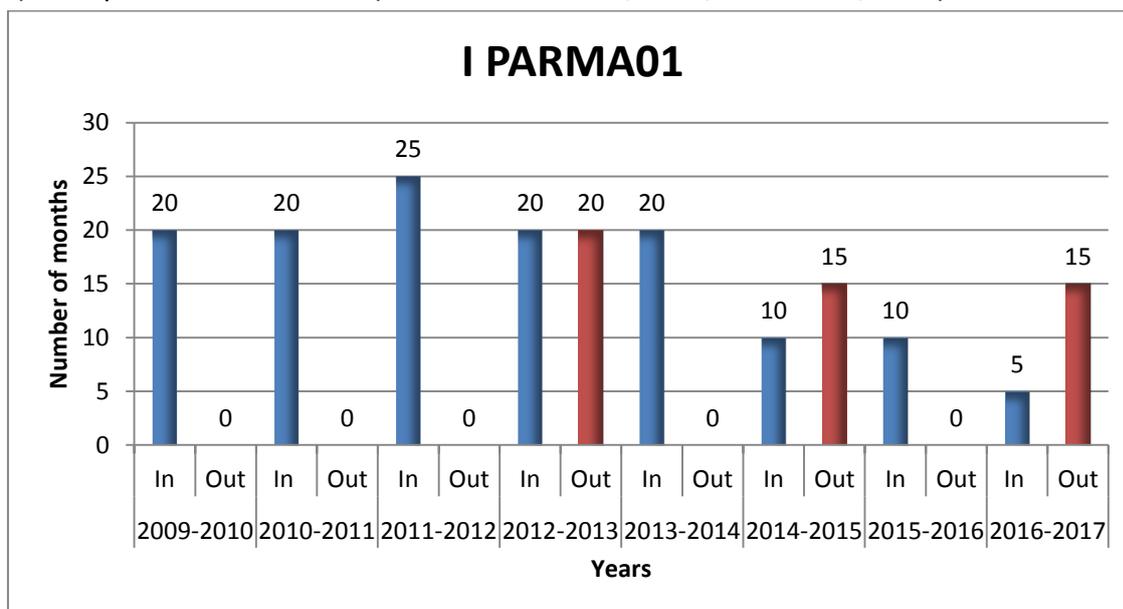
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **I PARMA01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR (A2, B1, B2, C1)
Italian	Recommended	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



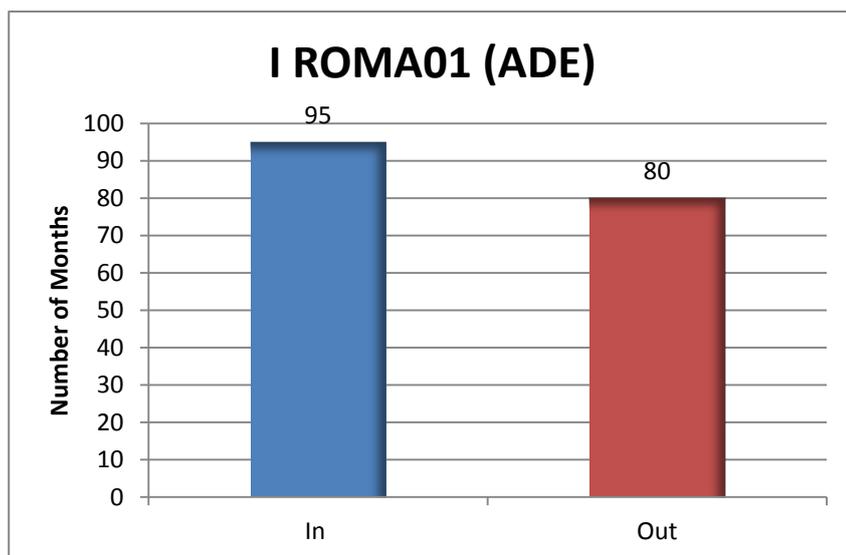
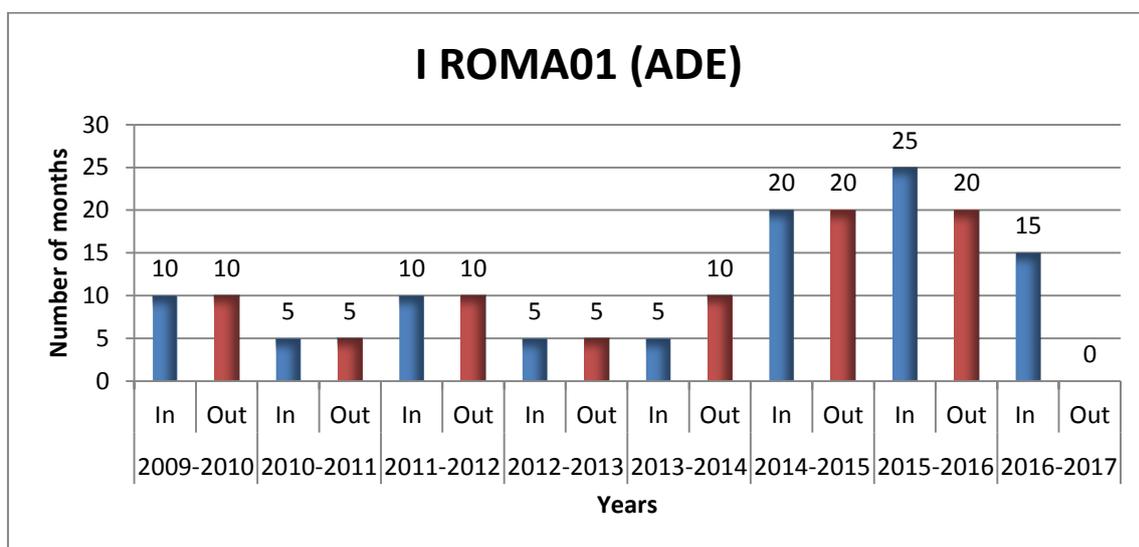
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **I ROMA01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **223<sup>rd</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR (A2, B1, B2, C1)
Italian	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / List of courses in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

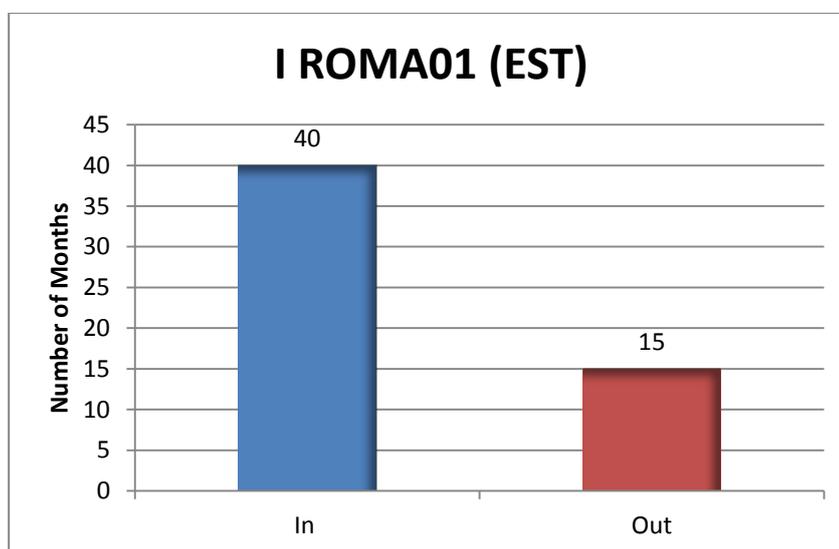
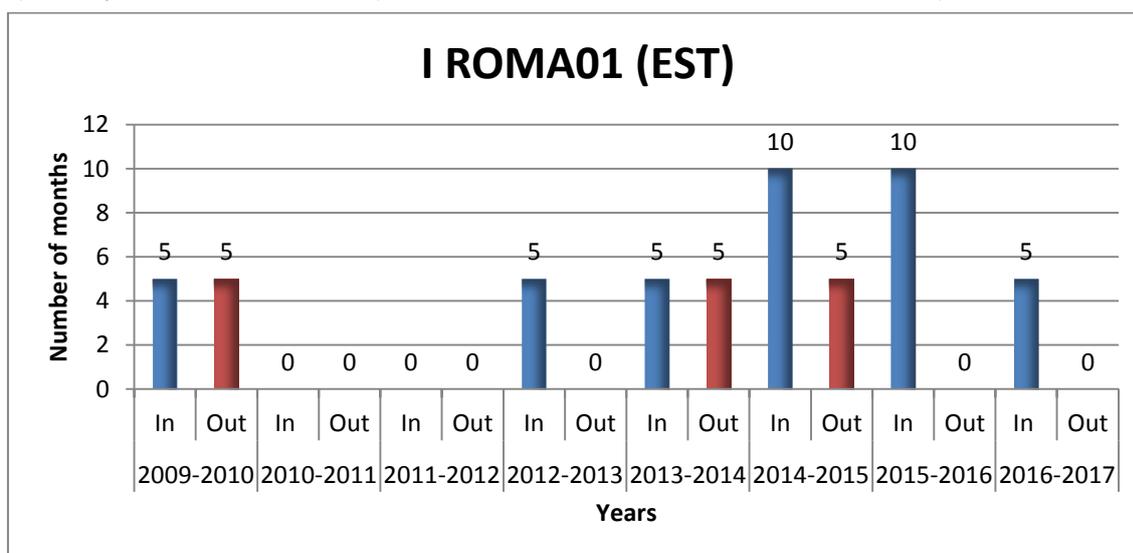
# UNIVERSITÀ DEGLI STUDI DI ROMA 'LA SAPIENZA'



- a) University code: **I ROMA01**
- b) Study field: **Statistics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **223<sup>rd</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in Italian: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Recommended	B1
Italian	Recommended	B1

k) List of courses in Italian: **Level- Bachelor**

Term	Title	ECTS
2	Actuarial Mathematics	9
1	Actuarial Mathematics Laboratory	3
1	Business Administration	9
1	Business Statistics	9
1	Chance	9
2	Data Networks And Systems	9
1	Data Sources And Evaluation Of Quality '	9
1	Databases	9
1	Demography	9
2	Econometrics	9
1	Economic Development And Financial Markets	9
2	Economic History	9
2	Economic Policy	9
2	Economic Statistics	9
1	Economic Statistics II	9
2	Economics II	6
2	Economy Of Risk	6
2	Economy Right	9
2	Elements Of Economic Statistics	6
2	English Language	3
2	Final Test	6
1	Financial Mathematics	9
2	Financial Mathematics Laboratory	3
1	Informatics	9
2	International Economy	6
2	Laboratory	3
2	Laboratory Of Statistical Inference	3
1	Logistics	9
2	Management And Finance Insurance	6
1	Mathematics I Course	9
2	Mathematics II Course	9
1	Mathematics III Course	6
1	Mathematics Laboratory	3
1	Methodology And Techniques Of Social Research	6
2	Methods Of Analysis And Demographic Forecast	6
1	Models Of Financial Markets	6
2	Optimization	9
2	Optimization Laboratory	3
2	Optional Subjects	12
2	Other Knowledge Needed To Enter The World Of Work	6
1	Other Useful Skills For Inclusion In The World Of Work	3 or 6
2	Political Economy	9
1	Probability Of Laboratory '	3
1	Regional Demographics	9
1	Research For Marketing	9
2	Sampling Techniques	6
1	Social Research Laboratory	3
2	Social Statistics	9
2	Sociology	9
1	Software Lab Statistical	3
2	Statistical Inference	9
1	Statistical Multivariate	9
1	Statistics Basic	9
1	Statistics For Experimental Research	9
1	Stochastic Processes	9

2	Theory Of Portfolio	9
2	Theory Of Risk	6
2	Time Series Forecasts And Statistics	9

l) List of courses in Italian: **Level- Master**

Term	Title	ECTS
2	Economic Demographics	9
1	Design And Conduct Of Social Surveys	9
2	Analysis Of Population Data	9
1	Sample Drawing Complex	9
1	Economy And Health Program	9
2	Advanced Macroeconomics	9
2	Analysis Of Survival And Longitudinal Data	9
1	Demographics And Social Policies Of The Population	9
1	Economic Crisis	9
1	Instruments And Methods Of Social Policy Assessment	9
1	Health Statistics And Epidemiology	9
1	Statistics Health And Epidemiology	9
1	Optimization Methods For Machine Learning	6
2	Financial Statements Of Insurance Companies	6
2	Mathematical Models For Insurance	6
2	Economy Labour And Gender	9
1	Economic Statistics Advanced Course	9
2	Analysis Of Complex Data Structures	6
2	Big Data Management	9
1	Design And Analysis Of Clinical Trials	9
2	Stochastic Processes Ii	6
2	Data Management Data For Science	6
2	Data Mining Technology For Business And Society	6
1	Signal Processing For Big Data	6
2	Cloud Computing	6
1	Behavioral And Social Networks	6
2	Statistical Learning	6
2	Quantitative Models For Economic Analysis And Management	6
1	Statistical Methods For Official Statistics	6
1	Economics Of Network Industries	6
2	Monitoring Data Analysis And Communication	6
1	Data Privacy And Security	6
1	Intellectual Property Competition And Data Protection Law	6
1	Digital Epidemiology	6
2	Economics Of Information	6
2	Earth Observation Data Analysis	6
1	Probability And Stochastic Processes For Data Science	6
1	Bioinformatics	6
1	Algorithmic Methods Of Data Mining And Laboratory	9
2	Efficiency And Productivity Analysis	6
2	Networking For Big Data And Laboratory	9
1	Fundamentals Of Data And Science Laboratory	9
2	Big Data Analytics	6
1	Forecasting Models	6

2	Quality 'Of Data And Other Topics Of Official Statistics	6
2	Computational Statistics	9
2	Economic Statistics Advanced Course	6
1	Spatial Statistics And Statistical Tools For Environmental Data	9
2	Stochastic Optimization	6
1	Stochastic Processes	9
1	Bayesian Modelling	6
1	Methods And Models For Logistics	9
1	Other Useful Skills For Inclusion In The World Of Work	3
1	Other Knowledge Needed To Enter The World Of Work	3
2	For Workshops And Training In Business, Public Or Private, Professional Orders	6
2	Demographics Of Laboratory	3
1	Laboratory Of Advanced Demographic Forecast	3
1	Technical Workshop Actuarial	3
2	Laboratory Of Mathematical Models For Insurance	3
1	Laboratory Of Stochastic Processes	3
2	Seminars On Monetary And Financial	3

m) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Multivariate statistical inference	6
2	Data Management In Official Statistics Ii	3
1	Statistical Methods On Science And Laboratory I	6
2	Statistical Methods On Science And Laboratory Ii	6
1	Insurance Law	9
2	Econometrics	9
2	Demography	6
1	Statistical Methodology Advanced	9
2	Analysis Of Survival	6
1	Stochastic Processes	9
1	Statistical Theory Of Decisions	9
2	Theory Of Champions	9
1	Actuarial Techniques Of Life Assurance	9
1	Mathematical Models For Financial Markets	9
2	Theory Of Risk Ii	6
1	Economy And Finance Insurance	9
2	Generalized Linear Models	6
2	Data Mining And Classification	9
1	Advanced Econometrics	9
2	Technical Actuarial Insurance Against	9
1	Econometrics Financial	6
2	Infrastructures Network	9
1	Technical Actuarial And Financial Security	9
2	Models For Decision Support	9
1	Applied Statistics	6
2	Multivariate Statistical Inference	9

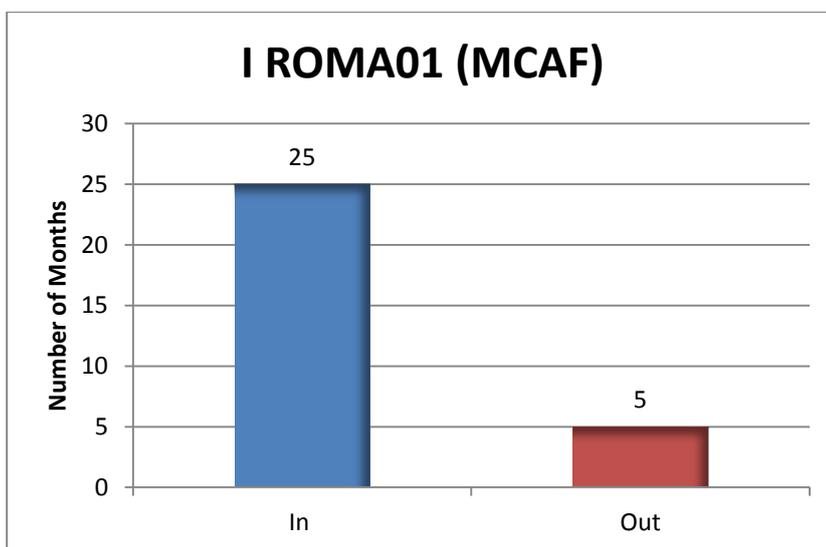
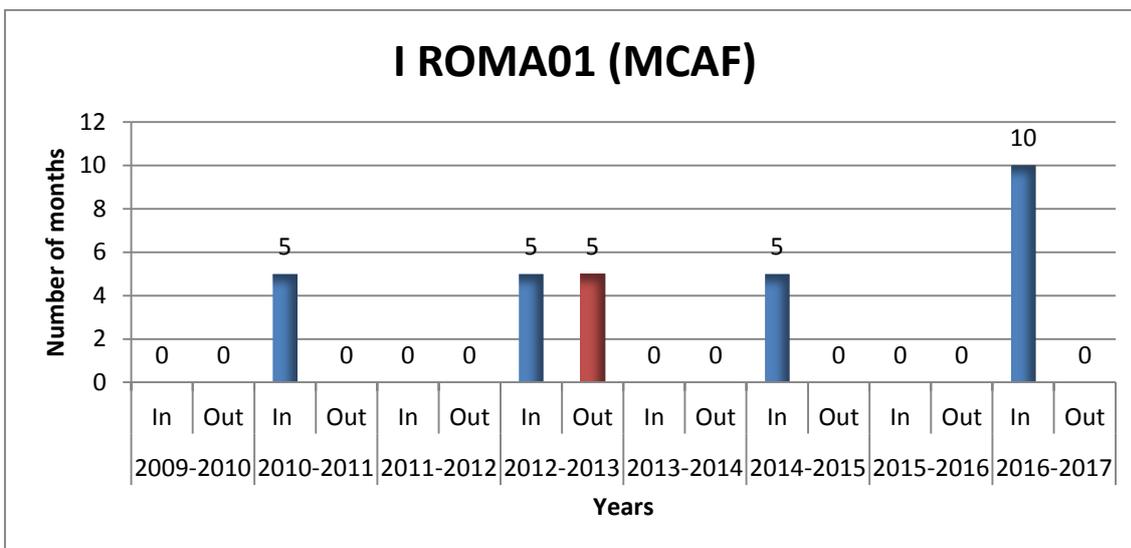
# UNIVERSITÀ DEGLI STUDI DI ROMA 'LA SAPIENZA'



- a) University code: **I ROMA01**
- b) Study field: **Master of Actuarial Science**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **223<sup>rd</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



List of courses in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

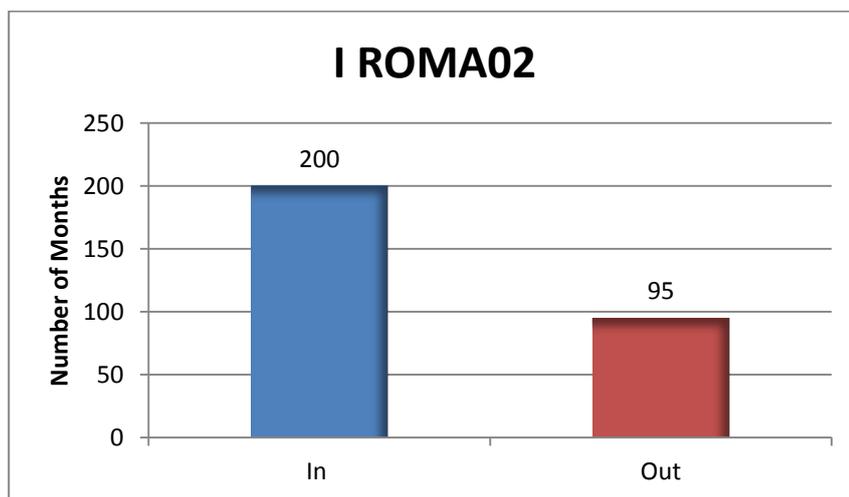
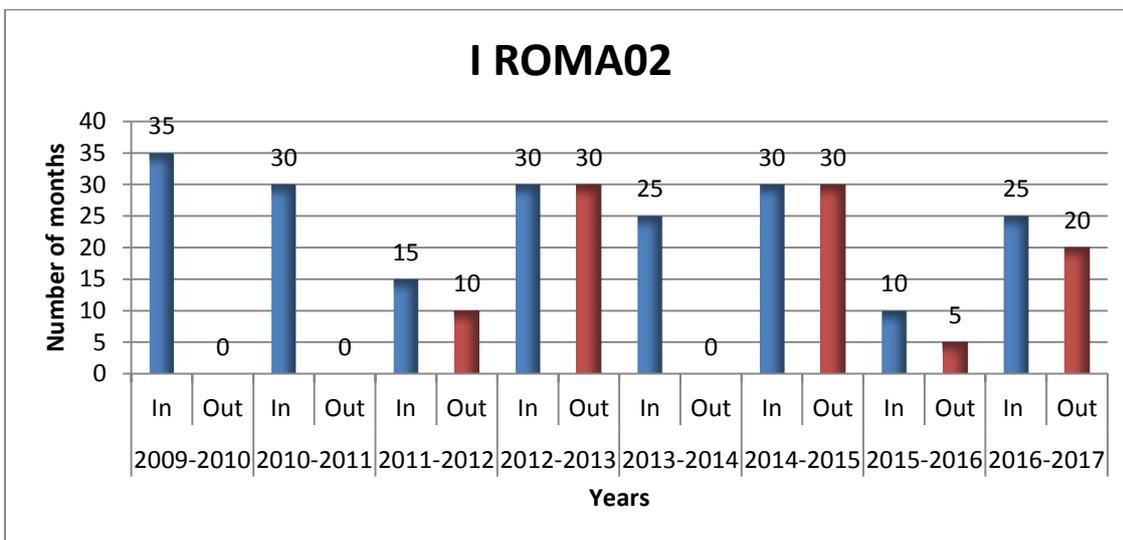
# UNIVERSITÀ DEGLI STUDI DI ROMA 'TOR VERGATA'



- a) University code: **I ROMA02**
- b) Study field: **Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **481<sup>st</sup>-490<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Recommended	B1
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in Italian: **Yes**
- i) Course offer in English: **Yes**
- j) Language requirements:

Language	Status	CEFR
English	Recommended	B2
Italian	Recommended	B1

k) List of courses in Italian: **Level- Bachelor**

Term	Title	ECTS
1	Business Administration	9
1	English Language (Suitability)	6
2	Private Law Institutions	9
2	Informatics (Suitability)	3
2	Microeconomics	9
1	Commercial Law	9
1	Statistics	9
2	Economics And Business Management	9
2	Mathematics For Economic Applications	6
2	Business Organization	6
2	Accounting	9
1	Bankruptcy Law	6
1	Labour Law And Social Security	9
1	Trade Union Rights And Labour	9
1	Economics Of Financial Intermediaries	6
1	Economics And Management Of Innovation	9
2	Finance Company	6
1	Marketing	9
2	Labour Law Of The European Union	6
2	Italian And European Economy	6
2	Industrial Economy	9
2	Theory Of Values	6
1	General Mathematics	12
2	Economy And Business Management Business	9
2	Systems Of Accounting 'Economic And Social	6
2	Economy And Public Intervention	6
2	Right Of Supplies	6
2	Budget Evaluation	6
2	Industrial Law	9
1	Public Law Of Economy	6
2	Economy Of Enterprises And	6
2	Public Administrations	6
2	Economy Of The European Union	6
1	French Language	6
1	Business Administration	9
1	General Mathematics	12
1	English Language (Fitness ')	6
2	Microeconomics	9
2	Private Law Institutions	9
2	Public Law	6
2	Regional Economy	6
1	Macroeconomics	9
1	Statistics	9
2	Economics And Business Management	9
2	Financial Mathematics	9
2	Accounting	9
1	Economics Of Financial Intermediaries	6
1	Italian And European Economy	6

1	Stock Market Economy	6
2	Business Finance	6
1	Finance Company	6
2	Green Finance	6
2	Introduction Econometrics	6
1	Economic Statistics For Applications	6
1	Financial Science	6
2	Organization Of Public Administration	6
2	Economy Of Credit Enterprises	9
2	Business Organization	6
2	Systems Of Accounting 'Economic And Social	6
1	Economic History	9
2	Political Economics	9
1	Commercial Law	9
1	Macroeconomics	9
2	Economics And Business Management	9
2	Comparative Private Law	6
2	Mathematics For Economic Applications	6
2	Economic History	9
2	Health Economics	9
2	European Economy And International	6
1	Industrial Development And Innovation	9
1	Intervention Of Economy	9
2	European Union Law	9
1	Economy Of Regulatory And	9
1	Competition	9
1	Monetary Economics	6
2	International Economic Institutions	6
2	Regional Law And Ee. Ll.	6
2	History Of Political Economy	6
1	Economy Public	6
2	Planning Law	6
2	Economy Of Migration And Regulatory	6

l) List of courses in Italian: **Level- Master**

Term	Title	ECTS
1	Banking	6
1	Portfolio Management	9
2	Corporate And Investment Banking	6
2	Quantitative Methods For Economics	9
1	Microeconomics Financial (Gif)	9
2	Applied Finance	9
2	Microeconomics Of Financial Markets	6
2	Quantitative Methods For Economics (Gif)	9
2	Economic Information	6
2	European Financial Institutions	6
1	Derivatives And Management Of Market Risks	6
1	Stock Market Economy	6
2	Microeconomic Analysis	9
2	Retail Banking	6

1	Behavioral Finance	6
2	Models And Risk Management Techniques	3
1	Mathematical Models In Finance	6
1	Reporting & Control Of Brokers	9
1	Financial	9
1	Applied Econometrics	6
1	Quantitative Finance	6
2	Organizational Analysis Of The Institutions	6
2	Public	6
1	Credit Portfolio Management	6
2	Public Economics (Advanced)	6
2	Company Information Systems	6
2	Theory Of Risks And Insurance Contracts	6
1	Options "	9
1	Economy Monetary And Credit	9
1	Optimization Methods For Economics And Finance	6
1	Quantitative Methods For Business And Finance	6
2	Organization Of Financial Intermediaries	6
1	Economic Growth And Development	6
2	Dynamic Macroeconomics Topics	9
1	Economy Monetary And Credit	6
2	International Economy: Trade And Finance	6
1	History And Theory Of Development	6
2	Politics Economy Laboratory	9
2	European Union Law	6
1	International Law	6
1	Right Procurement, Services And Public Contracts	6
2	Civil Procedure	6
2	Natural Resource Economics	6
1	Competition Law	6
1	Economy Labour (Ex Themes Labour Economics)	6
1	Game Theory And Contracts (Game And	9
1	Contract Theory) "	6
1	Financial Analysis	6
1	Company Law '	9
1	Business Management Services Companies	6
1	Economics And Business Management	9
1	International	6
1	Health Economics	6
2	Managerial Accounting	6
1	Statistical Methods For Management	6
1	Statistical Methods For Management	9
2	Right Of Markets And Protection Of Innovation	6
2	Economics Of Regulation And Competition	9
2	Csr Reporting And Social	6
2	Economy Public	6
2	Enterprise Creation And Entrepreneurship 'Minor	9
2	Economy Of Corporate Groups	9
2	Economy Of Institutions	6
2	Economics And Management Of Activity 'And Tourist	6

2	Cultural "	9
2	Marketing, Communication And Media	9
1	Administrative Law	6
1	Right Of Employment	6
1	International Economy	6
1	Digital Communication - New Digital Services	6
1	Accounting 'For Business Decision	6
1	International Law Tax	6
1	Economics Of Transportation	6
2	Organizational Behavior	6
1	Monetary Policy And Financial	6
2	Knowledge Management	6
2	Strategy And Controls In Pa	6
2	Assessments, Acquisitions And Mergers Of Business	9
1	Competition Law	6
2	Statutory Law (Collective Bargaining)	6
2	Business Law Tax	6
2	Economy Companies And Non-Profit Social enterprise	6
1	Economy Of Enterprises Public And Non-Profit	9
2	Organization Of Public Enterprises And Non-Profit	9
2	Employment In Public Administration	6
2	Creative Management Firms	9
2	E-Marketing	6
2	Finance And Governance Of Corporate Groups	6
2	Real Estate Management	6
2	Health Management	6
2	Pension System Security	6
2	Financial Science	6
2	Company Information Systems	6
1	Law Of Contracts	6
2	Organization And Management Of Cooperative Businesses	6
1	Criminal Law	6
2	Operations Management	6
2	Creative Business	6
2	Governance And Ethics	6
2	Economy And Health Pharmaceutical Industry	6
2	Integrity Management	6
2	Action Organizational And Communication	6
2	Right Of Cultural Heritage	6
2	Accounting Systems For Public Enterprises	6
2	Organizational Models For Corruption	6
2	Companies And Non-Profit Social Innovation	6
2	Civil Right	6
2	Start Up And Spin-Off In The Services	6

m) List of courses in English: **Level- Bachelor**

Term	Title	ECTS
2	History And Civilization	12
2	Statistical Tools For Decision-Making	9
2	Legal Traditions And Comparative Law	12

2	Global Economics	9
2	Foundations Of European Thought	6
2	Global Law	12
2	Applied English: Speech And Performance	6
2	Global Society And New Media	6
2	Health Management	6
2	Global Management	12
2	International Relations	12
2	Political Systems	6
2	Economic History	6
2	Rome: Art And History Open-Air	6
2	Anthropology Of Globalization	6
2	Group Interaction And Leadership	6
2	Environmental Quality Engineering	6
2	Natural Disaster, Prevention And Reaction	6
2	Calculus	12
2	Introduction To Civil And Common Law*	6
2	Fundamentals Of Business Administration	12
2	Mathematics I (I Sem.) + Mathematics II (II Sem.)	12
2	Introduction To Legal System	6
2	Computer Skills	6
2	General Management	9
2	Marketing	6
2	Fundamentals Of Business Administration	12
2	Mathematics I (I Sem.) + Mathematics II (II Sem.)	12
2	Microeconomics	12
2	Statistics	12
2	Global Economics	9
2	Commercial Law	9
2	Financial Accounting	12
2	Business Strategy	9
2	Labour Law	6
2	Tax Law	6
2	Foundation Of European Thought	3
2	Financial Analysis	6
2	Industrial Economics	9
2	Marketing	9
2	Managerial Accounting (Basis Of Cost Behaviour & Computation)	6
2	French Language	3
2	Distribution Management	6
2	Service Marketing	6
2	Corporate And Business Law	6
2	Financial Markets And Institutions	6
2	Statistics	9
2	Business Organization	9
2	Economic History	9
2	Marketing	6
2	Mathematical Finance	6
2	Applied Statistics And Econometrics	9
2	Corporate Finance	6

2	Industrial Organization And Public Policy	12
2	Applied Economics	6
2	Human Resource Management And Organizational Behaviour	6

n) List of courses in English: **Level- Master**

Term	Title	ECTS
1	Derivatives	6
1	Mathematics	12
1	Statistical Computing (Qualifying Examination)	3
1	Statistics	6
2	Corporate Finance	6
2	Financial Econometrics	6
2	Theory Of Banking	6
2	Financial Market Models	6
Full Year	Time Series And Econometrics	9
1	Asset Management	9
1	Legal Theory And Ethics Of Business	6
1	Asset Pricing	9
1	Investment Banking	6
2	Credit Risk Models	6
2	Macroeconomics	6
1	Econometrics	6
1	Microeconomics 1	6
Full Year	Statistical Computing: Mat lab And	6
2	Microeconomics 2	6
2	Time Series	6
2	Macroeconomics 1	6
2	Macroeconomics 2	6
2	European Public Choice	6
1	Industrial Organization	6
1	Monetary Economics	6
1	Public Sector Economics And Management	6
1	Law And Economics	6
1	Development Economics	6
2	Labour And Personnel Economics	6
2	International Economics	6
2	Macroeconometrics	6
2	Environmental Economics	6
1	General Management	12
1	International Commercial Law	6
1	Managerial Accounting	12
2	Business Statistics	6
2	Economics For Business	12
1	Business Auditing	6
1	Business Planning	6
2	Corporate Finance	6
2	Entrepreneurship	6
2	Sustainable Supply Chain Management	6
2	Business Government Relationships	6
1	Family Business	6

1	Sales Management	6
1	Service Management	6
1	Organisational Dynamics And Behaviour	6
1	Corporate Governance	6
2	People Management	6
1	Advanced Management	6
1	Games, Information And Contract Theory And Industrial Organization And Competitive Policy	12
1	Business Statistics	6
2	European Commercial Law And European Administrative Law	12
2	Economic History	6
2	European Public Choice And Public Economics	12
1	European Competition Law And Regulation	6
2	Macroeconomic Theory And Policy	6
1	European Institutions And Law	6
1	Economics Of European Integration And Economic Integration And Structural Reforms	12
2	International Economics	6
2	Theory Of Finance	6
2	Econometrics For Applied Economics	6

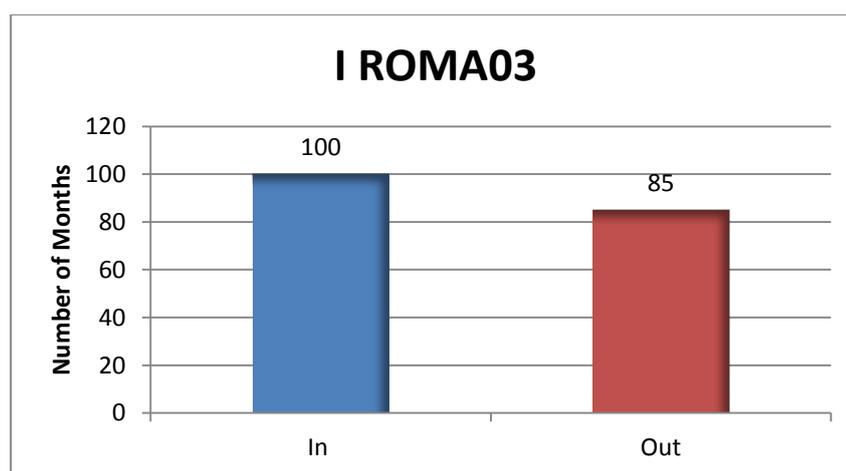
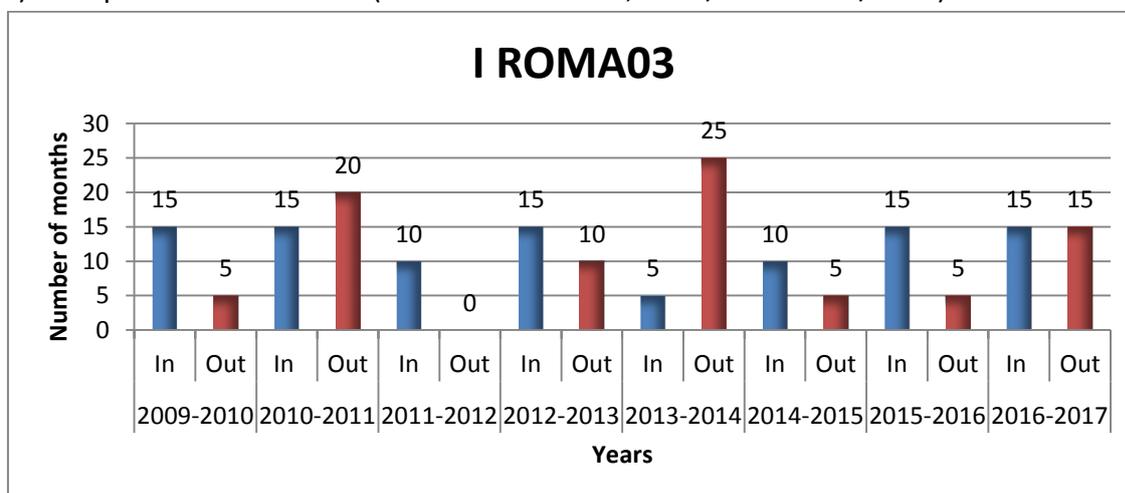
# LIBERA UNIVERSITÀ INTERNAZIONALE DEGLI STUDI SOCIALI ROMA - GUIDO CARLI



- a) University code: **I ROMA03**
- b) Study field: **Economics**
- c) Number of spots: **3 (3)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFRL
English	Recommended	B2
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

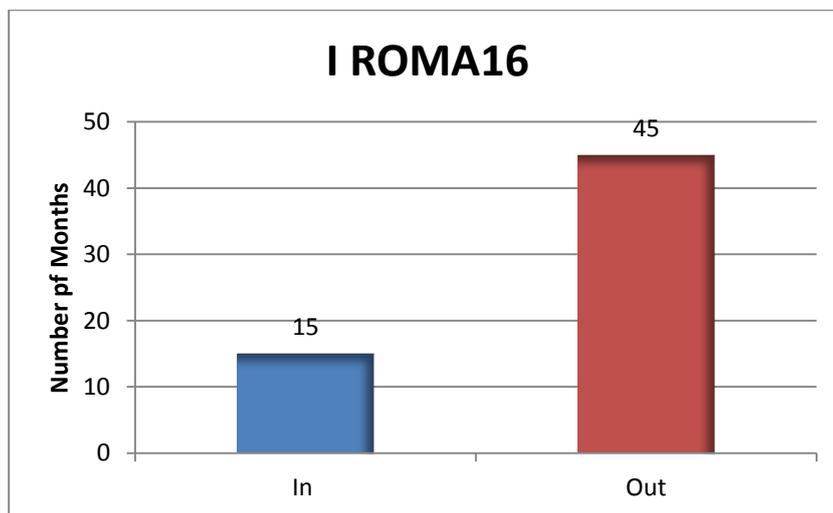
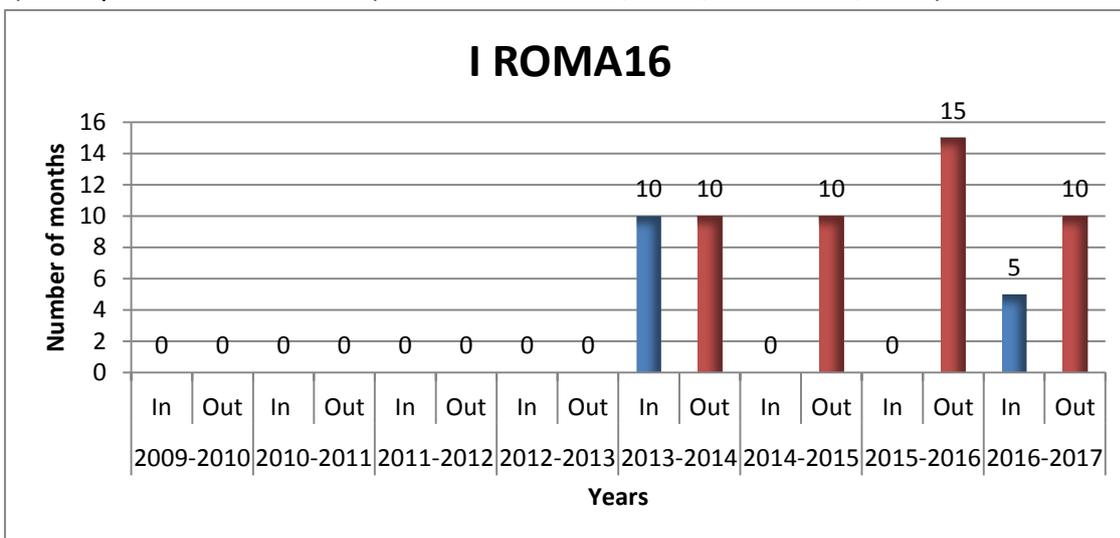


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **I ROMA16**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet** /

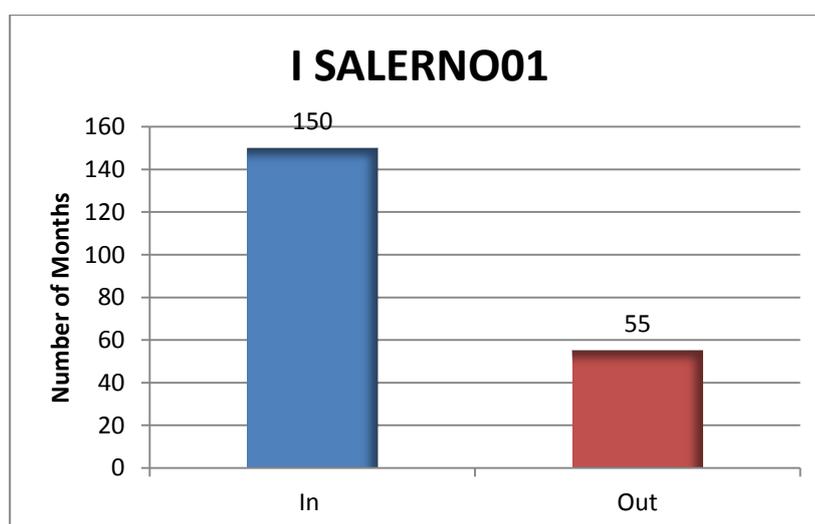
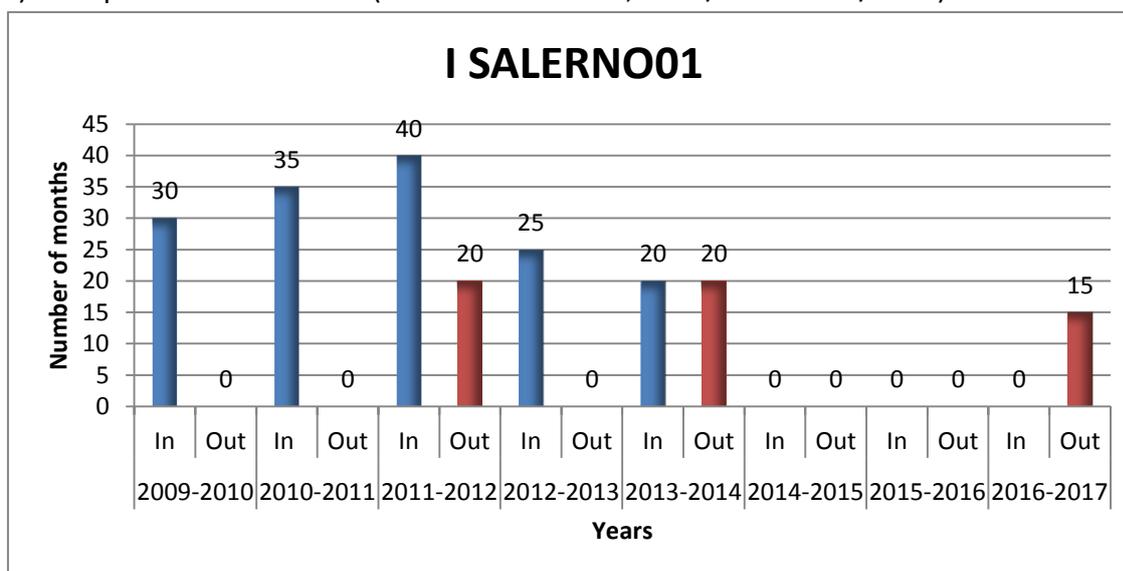
# UNIVERSITÀ DEGLI STUDI DI SALERNO



- a) University code: **I SALERNO01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Recommended	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

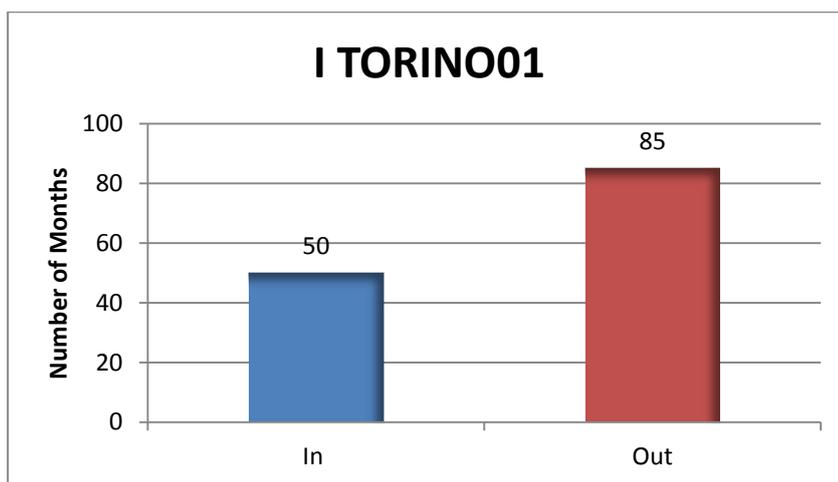
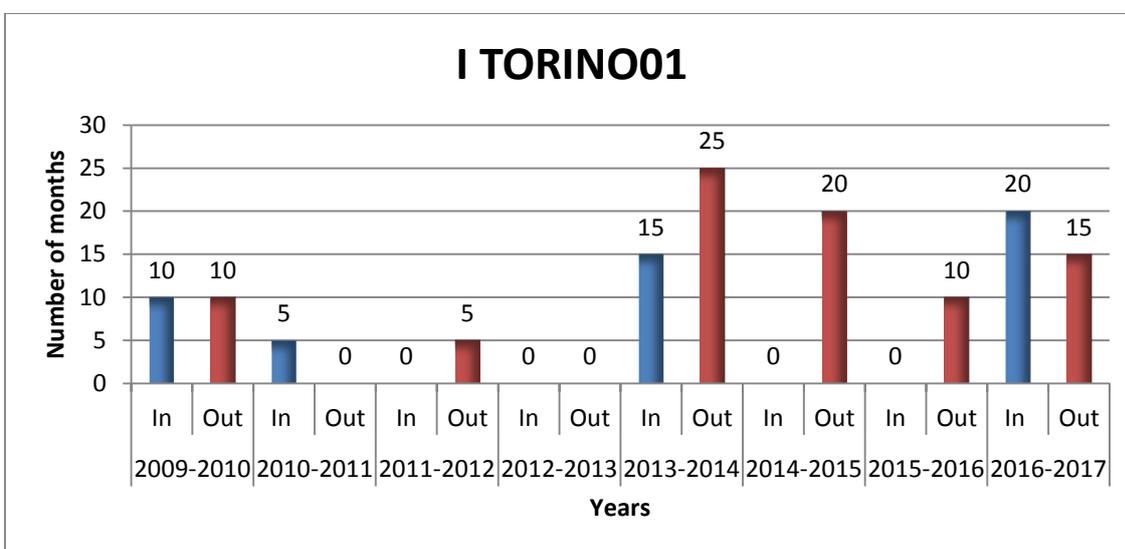
# UNIVERSITÀ DEGLI STUDI DI TORINO



- a) University code: **I TORINO01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **551<sup>st</sup>-600<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
Italian	Recommended	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**

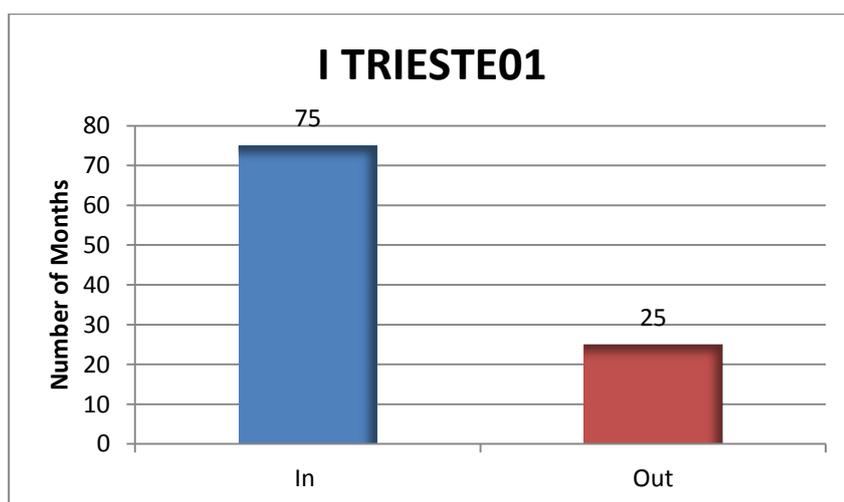
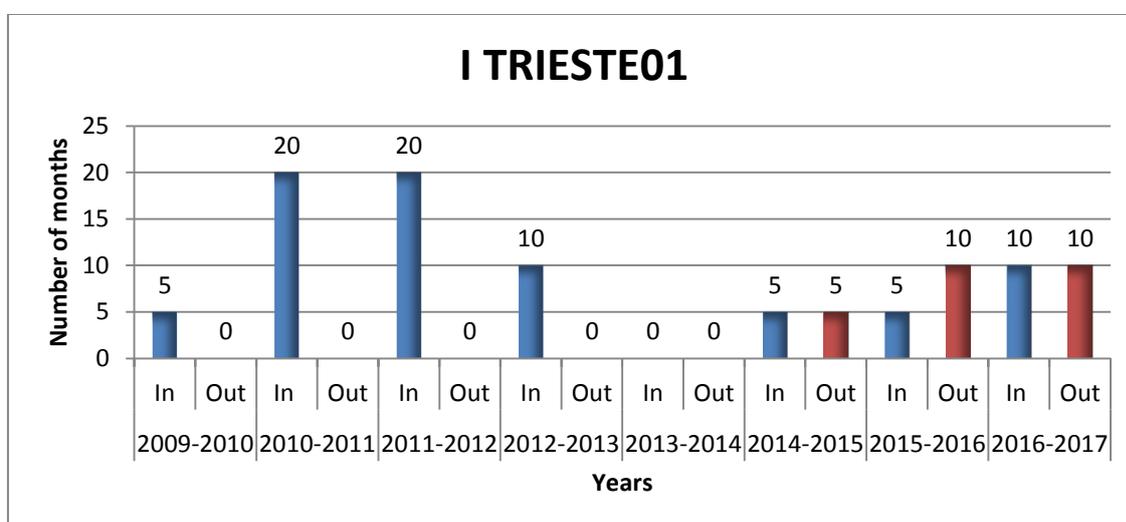
# UNIVERSITÀ DEGLI STUDI DI TRIESTE



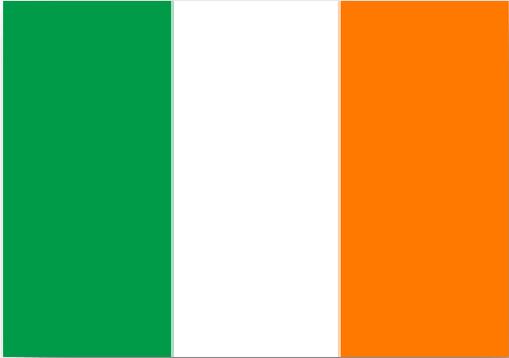
- a) University code: **I TRIESTE01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B1
Italian	Recommended	B1

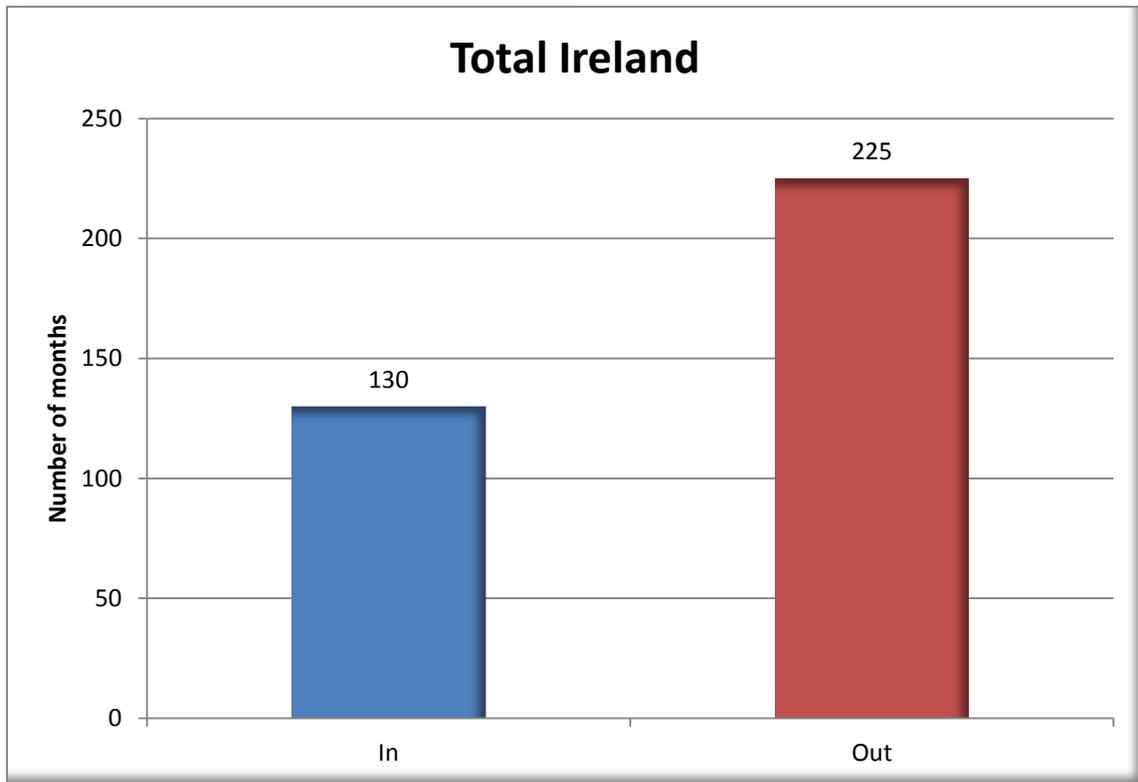
- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in Italian: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in Italian: **Not provided yet** / List of courses in English: **Not provided yet**



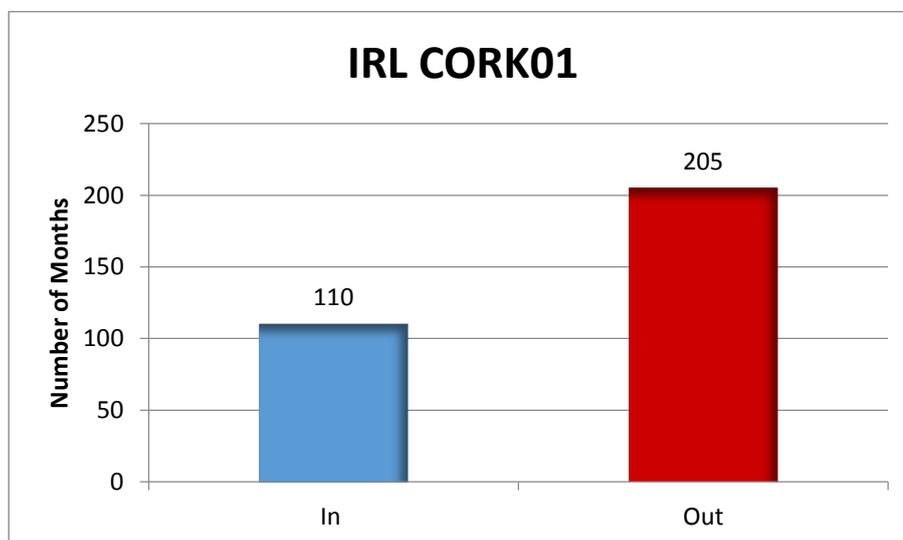
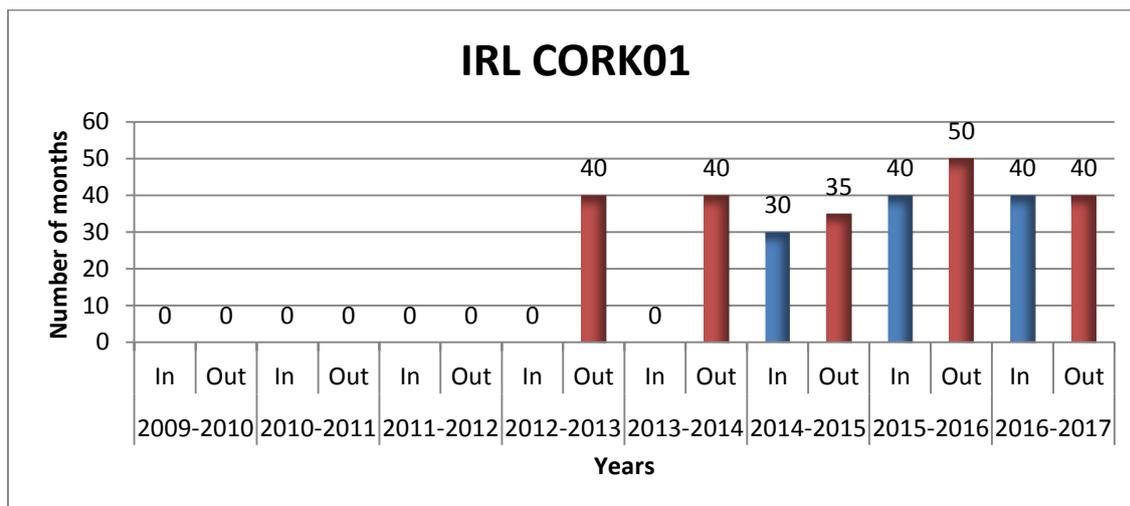
# Ireland (IRL)



- a) University code: **IRL CORK01**
- b) Study field: **Business**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **284<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended	At Least B1

- j) List of courses in English: **Bachelor Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Foundations of Management and Organisational Behaviour	5
1	Introduction to Marketing	5
1	Introduction to Management and Organisation	5
1	International Marketing and Management Practice with a Special Focus on the EU	10
1	Market research	5
1	Enterprise and Innovation	5
1	Marketing Communications	5
1	Human Resource Management and Development	5
1	Business Ethics	5
1	Organisational Development and Change	5
1	Project Management	5
1	Entrepreneurship Practice and Opportunity Recognition	5
1	Strategic Management	5
1	Family Entrepreneurship	5
1	Business Networks	5
1	International Marketing Environment	5
1	Current Issues in Marketing	5
1	The Management of Organisational Change	5
2	Foundations of Marketing	5
2	Public and Private Management	5
2	Consumer Behaviour	5
2	Management and Planning of Public Health Systems	5
2	International Management and Organisation	5
2	Enterprise Planning and Processes	5
2	International Management and Marketing Practice with special Focus on the EU	10
2	Social Media Marketing Project	5
2	Entrepreneurial Business Start-Ups	5
2	Strategic Marketing	5
2	Operations Management	5
2	Ownership, Management and Governance of Family Businesses	5
2	Relationship Marketing	5
2	International Brand Strategy	5
2	Marketing and Society	5
2	Leadership and Organisational Dynamics	5
1	Introduction to Accounting	5
1	Financial Accounting Fundamentals	5
1	Investment Analysis	5
1	Investment in Capital Assets	5
1	Introduction to Management Accounting 1	5
1	Principles of Accounting	5
1	International Financial Reporting 1	5
1	Introduction to Taxation	5
1	Applications in Corporate Finance and Accounting	5
1	Introduction to Management Accounting	5
1	Intermediate Management Accounting 1	5
1	Introduction to Management Accounting	5
1	Investment Appraisal	5
1	International Financial Reporting 2: Theory and Practice	10
1	Intermediate Management Accounting	10
1	Auditing	5
1	Multinational Finance	5
1	Cases Studies in Corporate Finance	5
1	Governance, Regulation and Control of Financial Organisations	5
1	Case Studies in Corporate Finance	5
1	Investment Appraisal	5

1	Advanced Financial Accounting	5
1	Financial Information Analysis	5
1	Management Accounting: Performance and Decision Making	5
1	Entrepreneurial Finance	5
1	Financial Reporting 1	5
1	Corporate Financing	5
2	Financial Accounting	5
2	Accounting for Partnerships and Companies	5
2	Introduction to Asset Valuation	5
2	Introduction to Valuation and Risk	5
2	Introduction to Management Accounting	5
2	Introduction to Management Accounting 2	5
2	Consolidated Financial Statements and Reporting	5
2	Corporate Financial Management	5
2	Corporate Financial Policies	5
2	Intermediate Management Accounting 2	5
2	Intermediate Management Accounting	5
2	Fundamentals of Asset Pricing	5
2	Multinational Finance	5
2	Governance, Regulation and Control of Financial Organisations	5
2	Cases Studies in corporate Finance	5
2	Introduction to Asset Pricing and Valuation	5
2	Advanced Management Accounting	5
2	Corporate Valuation	5
2	Management Accounting: Planning and Control	5
2	Accounting in Business	5
2	Financial Reporting 2	5
2	International Finance	5
1	Markets and Governments An Introduction to Economics	5
1	Markets, Governments and the Economics of Social Issues	5
1	Economic Decision Making	5
1	Quantitative Techniques for Economics 1	5
1	Economic Reasoning for Business	5
1	Principles of the Micro Economy	5
1	Understanding and Interpreting Data	5
1	Microeconomic Reasoning and Practice	5
1	Economic Analysis for Food Business Part 1	5
1	Microeconomics: Behaviour and Organisations	5
1	Macroeconomics: Growth and Irish Economic Development	5
1	Introduction to Statistical Economic Analysis	5
1	Reasoning and Critical Thinking in Economics	5
1	Economic Data Collection and Presentation Skills	5
1	Economics of Managerial Decision Making	5
1	Business Microeconomics 1	5
1	Resourcing Organisation and Competitive Capability 1	5
1	The Macroeconomic Environment in the Short term	5
1	Microeconomics and the Individual	5
1	The Economics of Corporate Strategy 1	5
1	Capital Markets and Asset Valuation	5
1	Economics and the Labour Market	5
1	Health Economics: The Role of the Market	5
1	Public Expenditure: How the Government Spends Taxpayer's Money	5
1	Quantitative Methods: Econometrics 1	5
1	Survey Methods: Questionnaire Design	5
1	Economic Consulting	5
1	Time Series Analysis	5
1	Principle of Insurance for Finance	5

1	Advanced Data Analysis for Finance	5
1	Money, Credit and Banking	5
1	Economics of Corporate Strategy	5
1	Finance and Capital Markets	5
1	The Economics of Sport	5
1	Incentives in Firms	5
1	Government and the Macroeconomy	5
1	Economics of the Labour Market	5
1	Law and Economics of EU Competition Policy	5
1	Business Econometrics 1	5
1	International Financial Economics	5
1	Economics of Corporate Strategy	5
1	Innovation and Technology	5
2	Markets and Governments an Introduction to Economics	5
2	Markets, Governments and the Economics of Social Issues	5
2	Macroeconomics Context and Business	5
2	Principles of the Macro Economy	5
2	Skills for Analysing Economic Data	5
2	Quantitative Techniques for Economics 2	5
2	Economics of Business 1	5
2	Macroeconomic Tools of Analysis	5
2	Economic Analysis for Food Business Part 2	5
2	Microeconomics: Organisations and Institutions	5
2	Macroeconomics: Irish and International Business Cycles	5
2	Introduction to Mathematical Economic Analysis	5
2	Reflection and Persuasion in Economics	5
2	Report Writing and Oral Presentations Skills	5
2	Economics of Social Policy1	5
2	Business Microeconomics 2	5
2	Resourcing Organisation and Competitive Capability 2	5
2	Economics – Production and Costs	5
2	The Macroeconomic Environment in the long term	5
2	Microeconomics and Macroeconomic outcomes	5
2	The Economics of Corporate Strategy 2	5
2	Human Resource Economics	5
2	Public Finance: Where the Government gets its Revenue	5
2	Economics of Innovation and Entrepreneurship	5
2	Economics of social Policy 2	5
2	Quantitative Methods: Quantitative Analysis	5
2	Survey Methods: Quantitative Analysis	5
2	Economic Consulting	5
2	Time Series Analysis	5
2	Principles of Insurance for Finance	5
2	Advanced Data Analysis for Finance	5
2	International Finance	5
2	Economics of Strategic Behaviour	5
2	Portfolio Analysis	5
2	Firm Organisation and Behaviour	5
2	Government and Business	5
2	Economics of Human Resources	5
2	Law and Economics of Competition and Regulation	5
2	Business Econometrics 2	5
2	Macro Finance in a Globalised Economy	5
2	Economics of Strategic Behaviour	5
2	Economics of Strategy	5
1	Introduction to Information Systems in Business	5
1	Introduction to Principles of Programming	5

1	Introduction to Technology and the Internet	5
1	Object Oriented Business Modelling, Systems Analysis and Design	5
1	Introduction to Database Theory	5
1	Introduction to Java Programming	5
1	Introduction to Corporate Information Systems	5
1	Information Systems Strategy	5
1	Advanced Topics in Information Systems	5
1	Information Protection and Information Systems Security	5
1	Enterprise Systems	5
1	Global Payment Systems	5
1	Web application Development	5
1	Advanced Tools and Methods for IS Development	5
1	Principles of Web Design for Business	5
1	Principles of Interaction Design	5
1	Principles of Mobile Systems Development	5
2	Business Systems Analysis and Visualisation	5
2	Introduction to Object-Oriented Programming	5
2	Introduction to Internet Development	5
2	Principles and Practice of Systems Development	5
2	Databases in Organisations	5
2	Object Oriented Application Design and Development	5
2	Visual Programming	5
2	Introduction to Corporate Information Systems	5
2	Information systems Management	5
2	Information Systems Controls and Security Policy	5
2	Enterprise Data Management	5
2	Global Markets	5
2	New Business Forms	5
2	Software Quality and Standards	5
2	Introduction to Web Development for Business	5
2	Advanced Interaction Design	5
2	Advanced Mobile Systems Design and Development	5

k) List of courses in English: **Master Level**

Term	Course Title	ECTS
1	Principles of Economic Reasoning 1	5
2	Principles of Economic Reasoning 2	5
1	Economic Ways of Knowing 1	5
2	Economic Ways of Knowing 2	5
1	The Economic System: Complexity and Change 1	5
2	The Economic System: Complexity and Change 2	5
1	Foundations for Business Practices 1	5
2	Foundations for Business Practices 2	5
1	Immersion Experiences 1	5
2	Immersion Experiences 2	5
1	Financial Reporting 1	5
2	Financial Reporting 2	5
1	Management Accounting 1	5
2	Management Accounting 2	5
1	Corporate Finance 1	5
2	Corporate Finance 2	5
1	Taxation 1	5
2	Taxation 2	5
1-2	Computer Applications for Accountants	5
1-2	Accounting Research, Analysis and Communications	5
1-2	Auditing Principles and Methodologies	5
1-2	Application of Auditing Principles	5

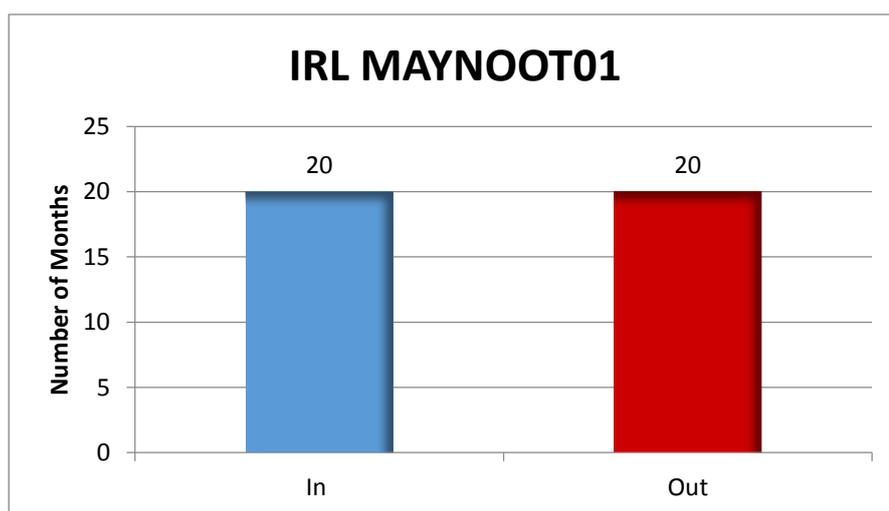
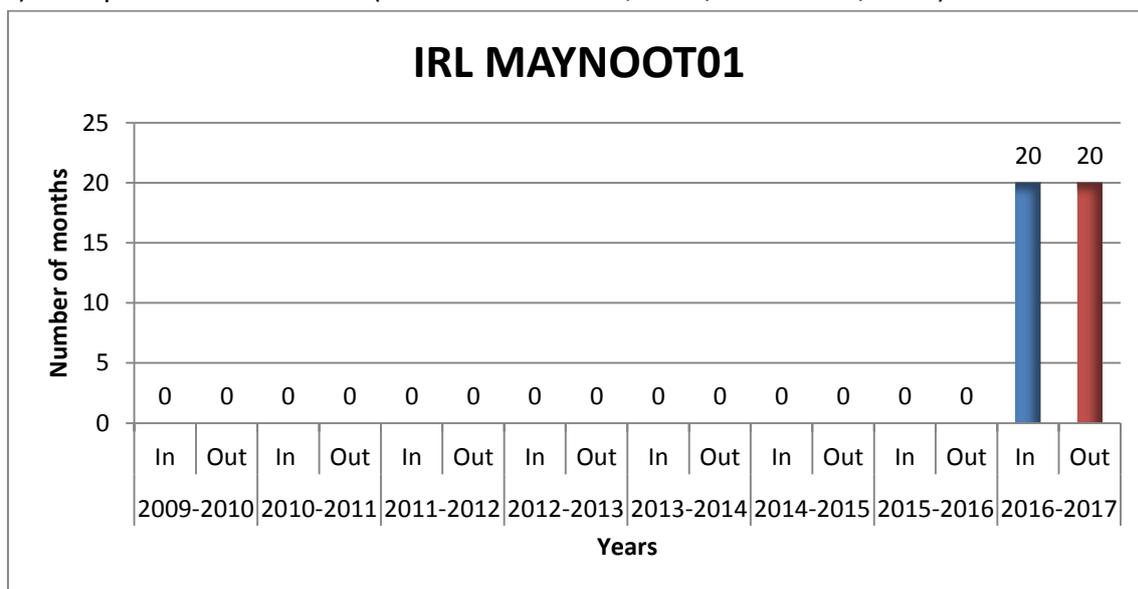
# NATIONAL UNIVERSITY OF IRELAND, MAYNOOTH



- a) University code: **IRL MAYNOOT01**
- b) Study field: **Business, Economy and Sociology.**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **651-700**
- e) Languages requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Recommended	B1-B2

j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Advanced Financial Accounting	5
2	Advanced Financial Reporting	5
2	Advanced Macroeconomics	5
2	Advanced Management & Cost Accounting	10
1	Advanced Microeconomics	5
2	Competition & Regulation	5
1	Corporate Finance	5
2	Corporate Finance (Financial Management)	5
1	Derivatives 1: Forwards, Futures & Swaps	5
2	Derivatives 2: An Analysis of Options and Credit Derivatives	5
1	Econometrics	5
2	Econometrics (Statistical Methods for Economics and Business)	5
2	Economic of Sport	5
1	Economics of the Environment & Natural Resources	5
1	Economics of the European Union	5
2	Economics of Work and Life Decisions	5
1-2	Economic Thesis	5
1-2	Finance for Accountants	10
1	Financial Accounting 2	5
2	Financial Accounting 3	5
1	Financial Accounting for Non-Accountants	5
2	Financial Accounting I	7.5
2	Financial Markets and Institutions	5
2	Financial Modelling	5
1	Fixed Income Markets (International Financial Markets & Institutions).	5
2	Fundamentals of Finance and Accounting	7.5
2	Intermediate Macroeconomics	5
1	Intermediate Microeconomics	5
1	Intermediate Quantitative Analysis for Economics and Business	5
2	International Finance	5
2	International Trade	5
1	Introduction to Accounting	7.5
1	Introduction to Macroeconomics	5
2	Investments (Portfolio Selection & Analysis)	5
2	Irish Economy	5
1	Macroeconomics 1	7.5
1	Macroeconomics 1	7.5
1	Management & Cost Accounting	10
2	Management Accounting for Non-Accountants	5
1	Microeconomics(Markets, Welfare and Consumer Choice)	5
2	Microeconomics 1	7.5
2	Microeconomics 1	7.5
2	Microeconomics 1	7.5
1	Money & Banking	5
1	Public Economics	5
2	Risk and Uncertainty	5
2	Taxation: Income Tax & Vat	10
2	The Economics of Human Resource Management	5
1	Brand Management	5
2	Business Analytics	5
1	Business Landscapes	7.5
1	Business Models and Marketing	7.5
2	Change Management & Organisational Development	5
1	Consumer Research and Marketing	7.5

1	Contemporary Issues in Marketing	5
2	E-Marketing	5
1	Equine Leisure & Tourism	5
2	Global Supply Chain Management	5
1	Human Resource Management	5
1	Humanitarian Logistics and Project Planning	10
2	Innovation Management	5
1	International Business	5
2	International Corporate Entrepreneurship	5
2	International Human Resource Management	5
2	International Management	5
2	Introduction to Business Ethics	7.5
1	Introduction to the Equine Industry – Part 1	7.5
2	Introduction to the Equine Industry – Part 2	7.5
2	Management Information Systems & Information Technology	5
1	Managing Information Technology for Business	5
1	Managing Innovation	7.5
1	Managing Multination AI Corporations	5
2	Marketing Management	5
2	Negotiation and Dispute Resolution	5
1	Operations and Supply Chain Management	5
2	Organisation Theory & Design	5
2	Organisational Behaviour and Management	7.5
2	Professional and Learning Skills	7.5
1	Project Management	5
1	Racecourse & Equine Event Management	5
1	Strategic Human Resource Management	5
1	Strategic Management	5
2	Stud Farm Business Management	5
2	Changing Social Worlds	7.5
2	Community & Class	5
1	Contemporary Irish Society	7.5
1	Contemporary Irish Society	7.5
1	Contemporary Social Theory	5
2	Crime and Society	5
1	Fieldwork Methods	2.5
1	Files and Documents	2.5
2	Gender and Politics	5
2	Human Security and Society	5
1	International Public Policy	5
2	International Relations	5
2	Introduction to Political Ideas	7.5
1	Introduction to Political Institutions	7.5
2	Labours Market Policy	10
1	Marx on Ireland	5
1	Media and Society	5
2	Northern Irish Society	5
2	Policies and Policy-Making in the European Union	5
2	Political Economy	10
1	Political Theory	5
1	Politics of the EU	5
1	Power, Politics and Society in the Americas	5
1	Qualitative Methods	10
2	Race & Ethnicity in Comparative Perspective	5
2	Revolutions	5
1	Sex, Law and Society	5
2	Social Movements and Collective Action	5

2	Social Worlds of Children	5
2	Society and State	5
2	Sociological Imagination	7.5
2	Sociological Imagination	7.5
2	Sociology of Development	5
1	Sociology of Everyday Life	7.5
2	Sociology of Health	5
1	Sociology of the Family	5
1	Survey Research Methods	2.5
2	Technology & Culture	5
1	The Politics of Ethnic Conflict in Europe and the Wider World	5
1	The Sociology of Consumption	5
1	Threats, Risks, Conflicts & Human Security	5
1	Urban Sociology	5
2	Work: Future and Trends	10

k) List of courses in English: **Master - Level**

Term	Course Title	ECTS
1	People, Organisations and Society	7,5
1	International Business and Business Innovation	7.5
1	Applied Economics for Managers	7.5
1	Human Resources Management in Its Strategic Context	7.5
2	Operations Services Management	7.5
2	Financial Management	7.5
2	Strategy and Marketing	7.5
2	Business Research Methods and Project Management	7.5
1	Microeconomics I	10
1	Macroeconomics I	10
1	Fundamentals of Econometrics	2.5
1	Econometrics 1	7.5
2	Financial Economics	7.5
2	Financial Risk Analysis	7.5
2	Empirical Finance	7.5
2	Advanced Derivatives	7.5
2	International Finance	7.5
2	Corporate Finance	7.5
1	IT Agility and Innovation	7.5
1	IT Customer Focus	7.5
1	IT Operational Excellence	7.5
1	Human Resources Management in its Strategic Context	7.5
2	Operations Services Management	7.5
2	Financial Management	7.5
2	Strategy and Marketing	7.5
2	Business Research Methods and Project Management	7.5
1-2	Business Research Methods	n/a
Annual	Innovation	15
Annual	Leadership	15
Annual	Strategy	15
Annual	Technology and Finance	15
2	Contemporary Issues in IT-Enabled Innovation	7.5
1	Digital Business Leadership	7.5
2	Financial Management	7.5
1	Human Resources Management in its Strategic Context	7.5
1	IT Governance, Performance and Risk	7.5
1	IT Skills & Capabilities: Digital Enablement	7.5
2	Strategy and Marketing	7.5

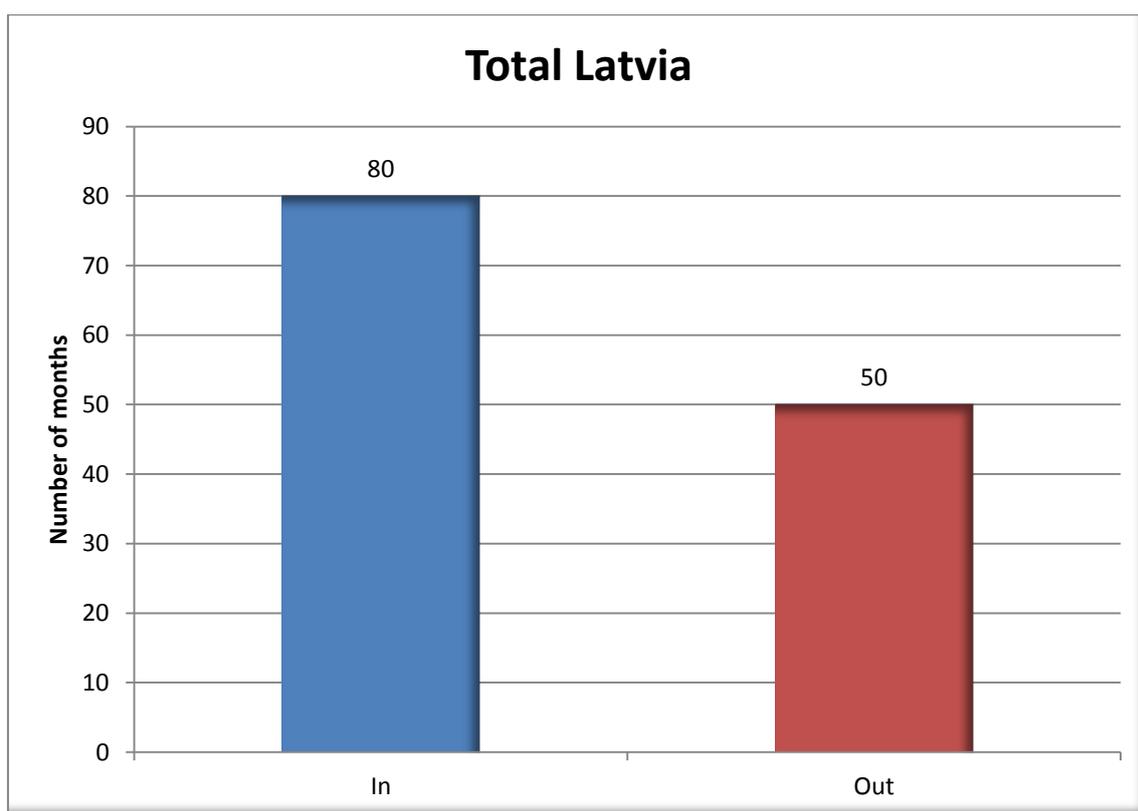
2	Advanced Derivatives	7.5
2	Corporate Finance	7.5
1	Econometrics 1	7.5
2	Financial Economics	7.5
2	Financial Risk Analysis	7.5
1	Fundamentals of Econometrics	2.5
2	International Finance	7.5
2	International Trade	7.5
2	Labour Economics	7.5
1	Econometrics 1	7.5
2	Financial Economics	7.5
1	Fundamentals of Econometrics	2.5
2	International Trade	7.5
2	Labour Economics	7.5
1	Macroeconomics I	10
2	Microeconomics 2	7.5
1	Microeconomics I	10
1&2	Auditing & Assurance	10
1&2	Finance for Accounting	10
1&2	Financial Reporting & Analysis	10
1&2	Management Accounting and Strategic Finance	10
1&2	Taxation	10
2	Advanced Derivatives	7.5
2	Corporate Finance	7.5
1	Econometrics 1	7.5
2	Empirical Finance	7.5
2	Financial Economics	7.5
2	Financial Risk Analysis	7.5
1	Fundamentals of Econometrics	2.5
2	International Finance	7.5
1	Macroeconomics I	1
1	Microeconomics	1
1	Advanced Financial Accounting	5
2	Advanced Macroeconomics	5
1	Advanced Microeconomics	5
1	Corporate Finance	5
2	Corporate Finance (Financial Management )	5
1	Derivatives 1: Forwards, Futures & Swaps	5
2	Derivatives 2: An Analysis of Options and Credit Derivatives	5
1	Econometrics	5
2	Econometrics (Statistical Methods for Economics and Business)	5
1&2	Economic Research	5
2	Economic of Sport	5
1	Economic of the Environment & Natural Resources	5
2	Economics of Work and Life Decisions	5
1	Financial Accounting 2	5
2	Financial Accounting 3	5
1	Financial Accounting for Non-Accountants	5
2	Financial Markets and Institutions	5
2	Financial Modelling	5
1	Fixed Income Markets (International Financial Markets & Institutions)	5
2	Intermediate Macroeconomics	5
1	Intermediate Microeconomics	5
1	Intermediate Quantitative Analysis for Economics and Business	5
2	International Finance	5
2	Investments (Portfolio Selection & Analysis)	5
2	Irish Economy	5

1	Money & Banking	5
1	Public Economics	5
2	The Economics of Human Resource Management	5
2	Competition & Regulation	5
1	Derivatives 1: Forwards, Futures & Swaps	5
2	Derivatives 2: An Analysis of Options and Credit Derivatives	5
2	Econometrics (Statistical Methods for Economics and Business)	5
2	Economics of Work and Life Decisions	5
2	Financial Markets and Institutions	5
1	Fixed Income Markets (International Financial Markets & Institutions)	5
1	Intermediate Quantitative Analysis for Economics and Business	5
2	International Finance	5
2	International Trade	5
2	Investments (Portfolio Selection & Analysis)	5
2	Irish Economy	5
1	Money & Banking	5
2	The Economics of Human Resource Management	5
1	Econometrics 1	7.5
2	Financial Economics	7.5
1	Fundamentals of Econometrics	2.5
2	International Trade	7.5
1	Business Law & Legal Process	5
Annual	Finance for Accountants	10
2	Financial Accounting	7.5
1	Introduction to Accounting	7.5
2	Law & Governance	5
1	Management & Cost Accounting	10
2	Management Accounting	5
2	Taxation: Income Tax & Vat	10
Annual	Auditing & Assurance	10
Annual	Finance for Accounting	10
Annual	Financial Reporting & Analysis	10
Annual	Management Accounting and Strategic Finance	10
2	Advanced Digital Research Methods	10
1	Analytical Reasoning in the Social Sciences	10
2	Critical Data Studies	10
Annual	Digital Bodies, Digital Selves: Sex and Gender Online	10
1	Information Privacy Law	10
2	Information Technology Law	10
2	Political Economy	10
1	Qualitative Methods	10
2	Quantitative Analysis	10
1	The Political Economy and Cultures of the Internet	10



# Latvia

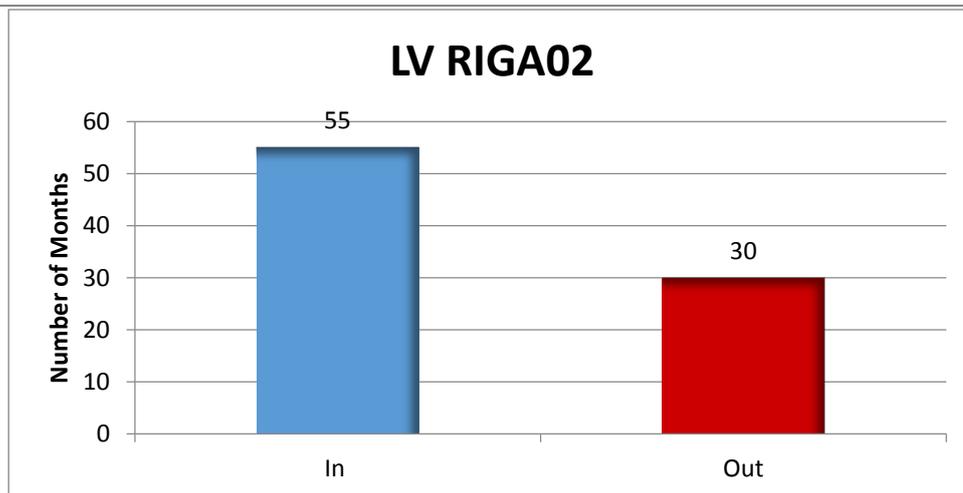
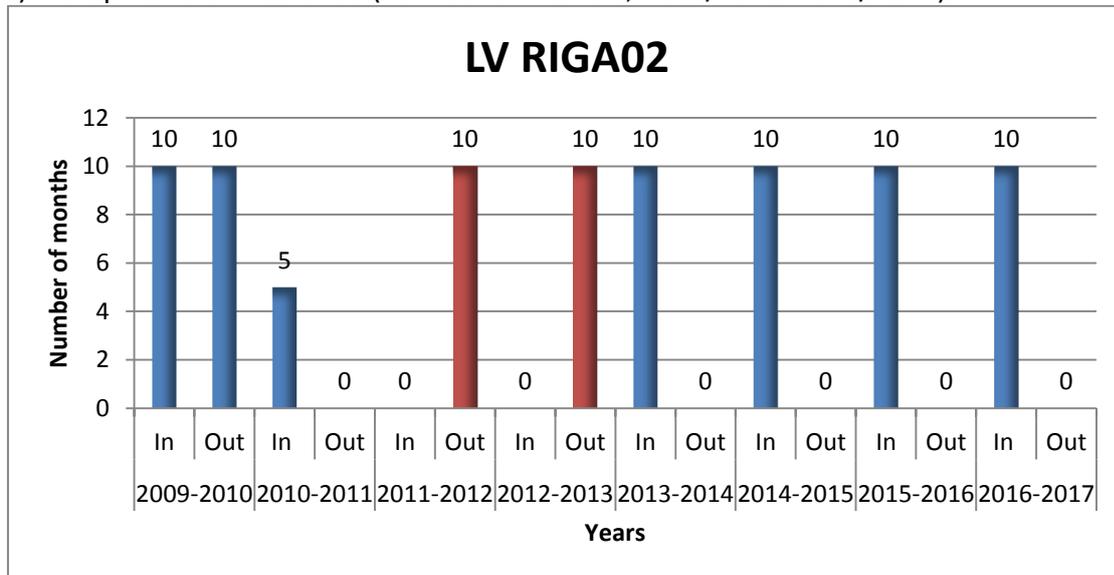
## (LV)



- a) University code: **LV RIGA02**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Requested for Bachelor	B1

- j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Real Estate Economics	6.0
1	Fundamentals of Business Logistics	4.5
1	Marketing	6.0
1	Business Intelligence Technologies I	4.5
1	Statistics	4.5
1	Economics	6.0
1	Organization of Production and Services	6.0
1	Enterprise Economics	6.0
2	Accounting	4.5
2	Quantitative Methods for Economics	4.5
2	Fundamentals of Finances	6.0
2	Marketing	6.0
2	Enterprise Economics	6.0
2	Processing of Economic Information	3.0
2	Business Intelligence Technologies II	6.0
2	Enterprise Management	4.5
2	Statistics	4.5
2	Business and Social Dialogue	6.0
2	Business Planning	6.0
2	Taxes and Duties	4.5
2	Quality Systems (basics)	3.0
2	Budgeting and Control	3.0
1	Latvian Language	4.5
1	History and Culture of Latvia	3.0
1	Sociology of Management	3.0

k) List of courses in English: **Master – Level**

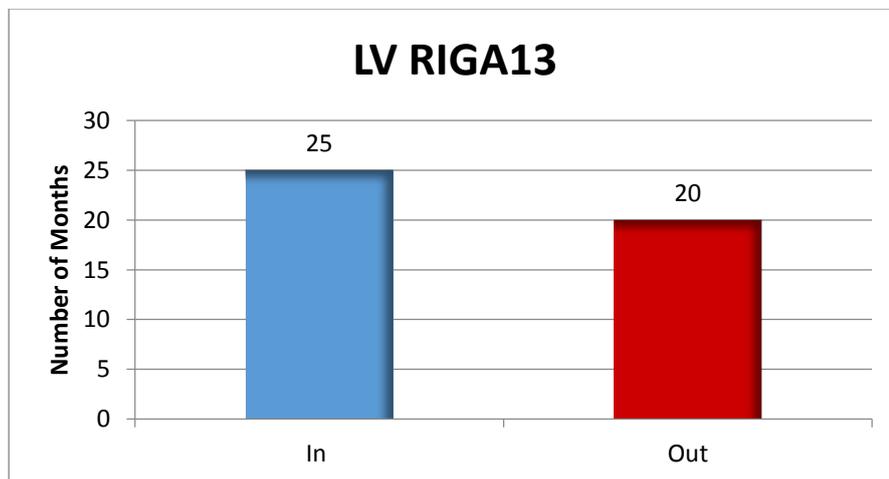
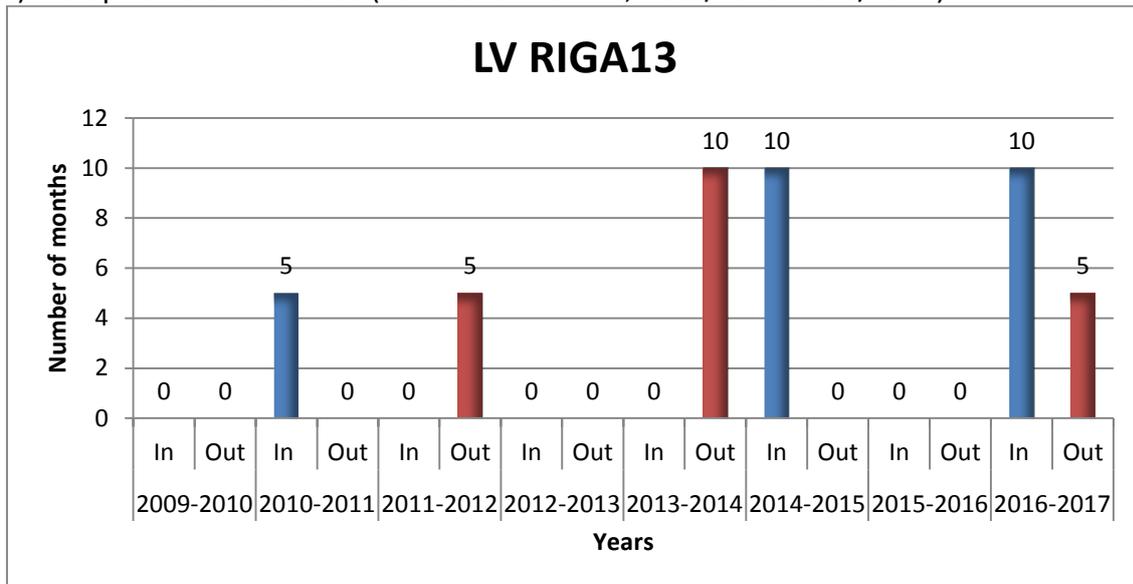
Term	Title	ECTS
1	Economic Theory	6.0
1	Marketing theory	4.5
1	Theory of Economic Analysis	6.0
1	Electronic Commerce and E-Business	4.5
1	Quantitative Methods in Management	4.5
1	Research Methodology	6.0
1	Economic Information Systems	6.0
1	Strategic Management	6.0
1	Corporate Tax Planning	4.5
1	Investments and Financing	4.5
1	Economics and Management of Innovations	6.0
1	Economic Theory	6.0
1	Financial Reporting and Analysis	6.0
1	Contemporary Problems of Strategic Management and Marketing	6.0
1	Financial Markets and Investments	6.0
1	Corporate Finance	4.5
2	Investments and Financing	4.5
2	Civil construction Management	3.0
2	Real Estate Economics	4.5
2	Civil construction and Real Estate International Market	3.0
2	Construction Project Planning and Controlling	6.0
2	Organizational Theory	4.5
2	Modern Research Methods	6.0
2	Quality Technology and Methods	6.0
2	Corporate Social Responsibility and Business Ethics	6.0
2	Governance in Entrepreneurship	6.0
2	Contemporary Issues of Strategic Management and Marketing	6.0
2	Economics and Management of Innovations	6.0

2	Theory of Economic Analysis	4.5
2	Entrepreneurship and Business Planning	6.0
2	Project Planning and Control	6.0
2	Real Estate Market in National Economy	3.0
2	Civil Construction Management	3.0
2	Commercial Law	3.0

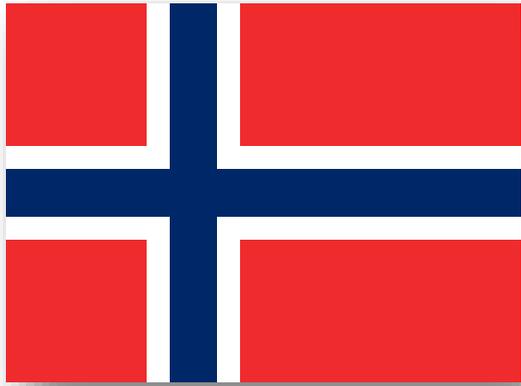
- a) University code: **LV RIGA13**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

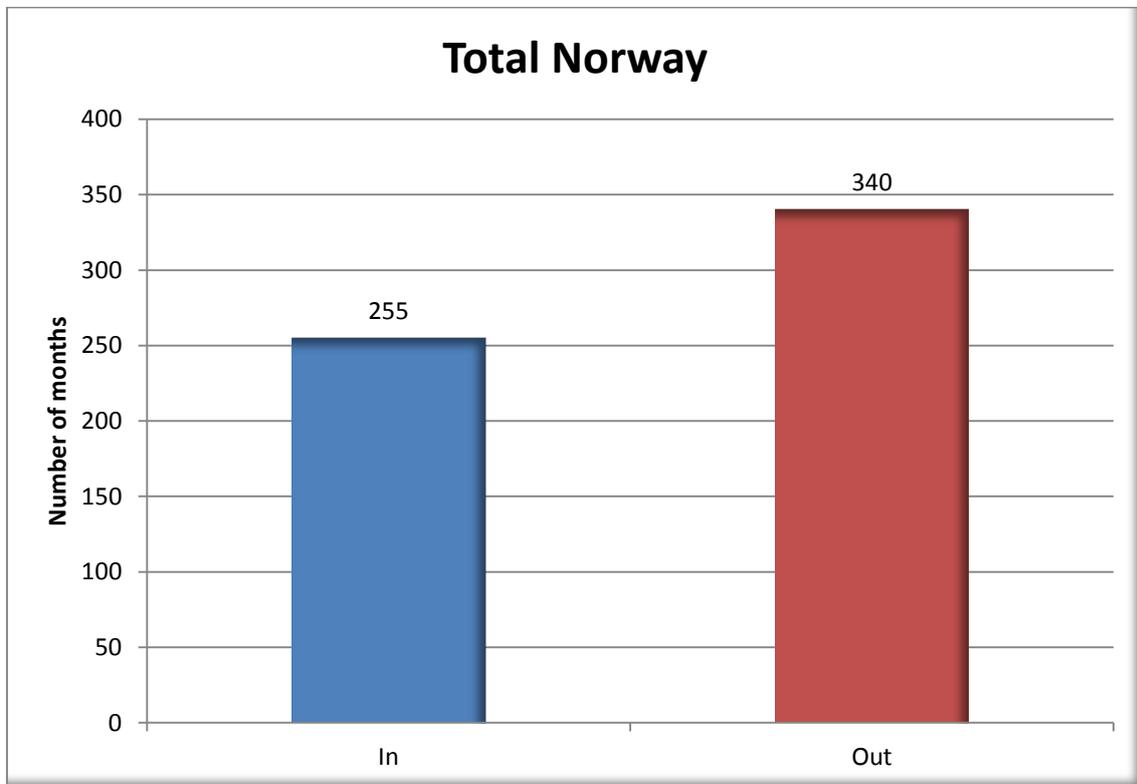


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



Norway

(N)

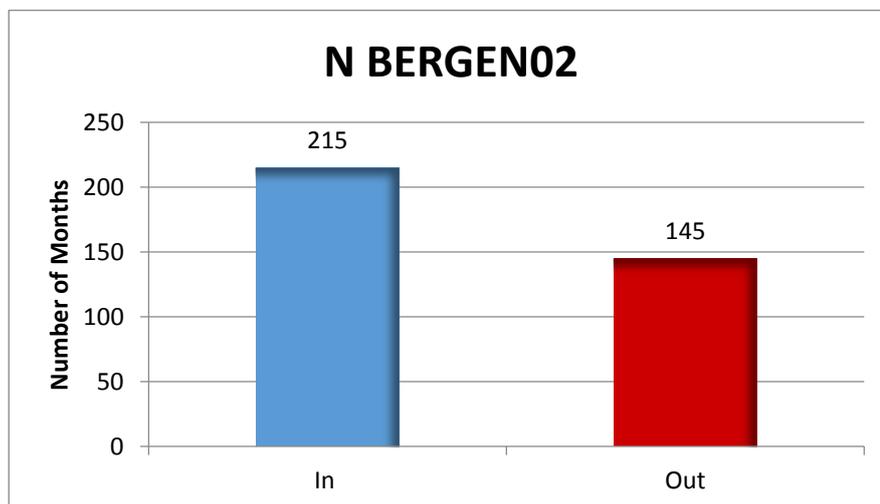
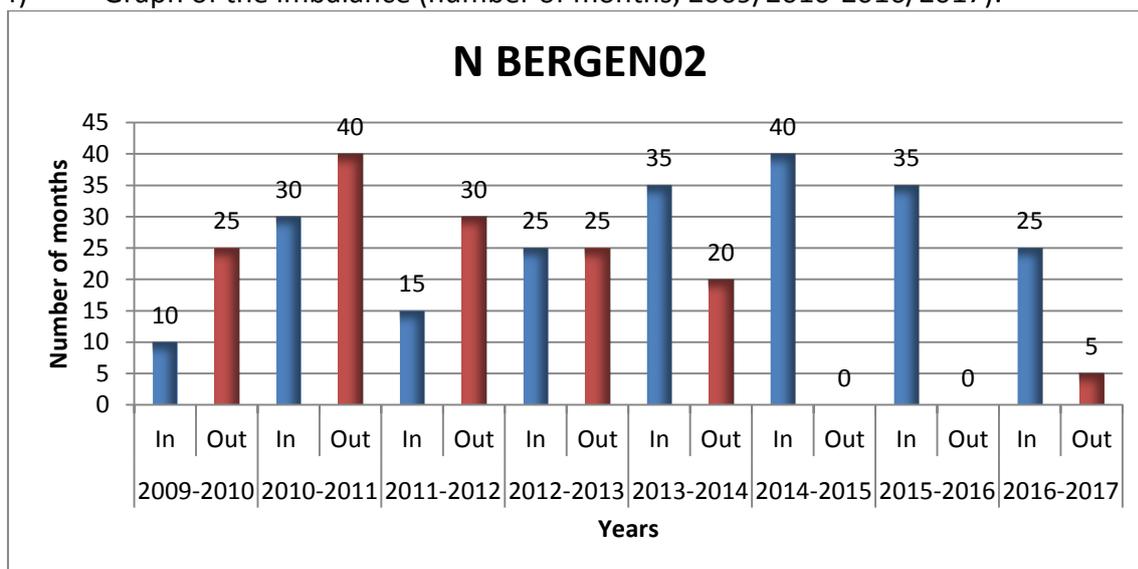




- a) University code: **N BERGEN02**
- b) Study field: **Business**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

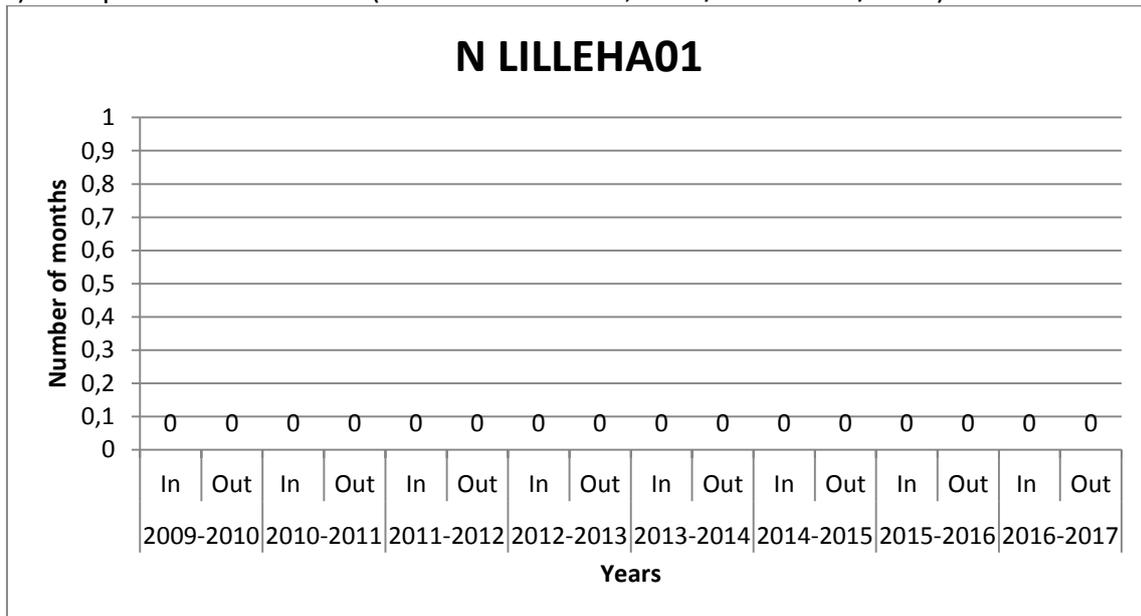


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **N LILLEHA01**
- b) Study field: **Management of Culture**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home University stating that the student has the level requested
English	N/A ( for Erasmus students)	N/A	N/A

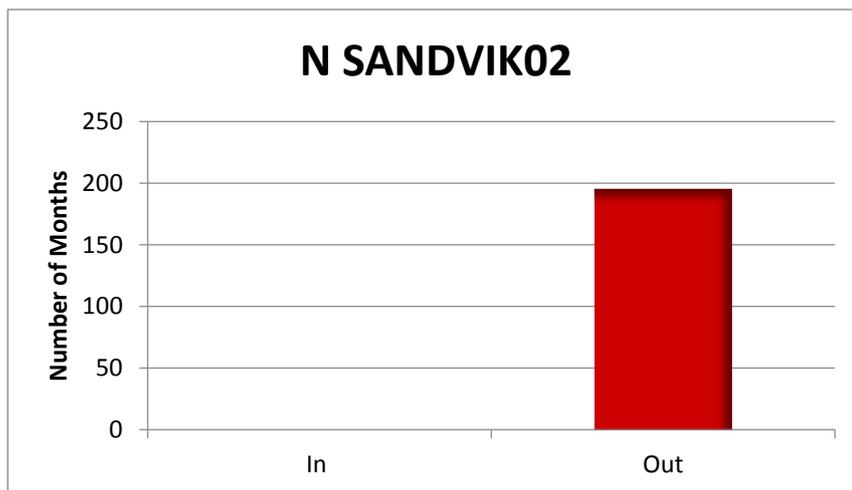
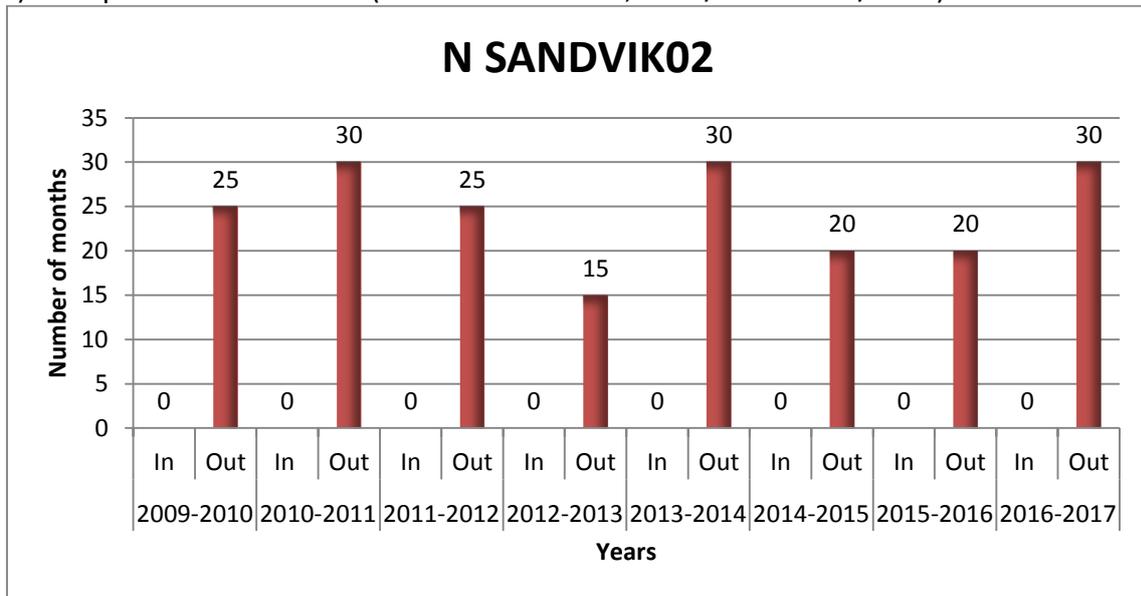
- j) List of courses in English: **Master Level**

Term	Course Title	ECTS
1	Financing innovation and entrepreneurial ventures	7.5
1	Perspectives in Management Accounting and Control	7.5
1	Human Resource Management	7.5
1	Creative Industries and Innovation	7.5
2	Strategic Management	7.5
2	Pricing and Revenue Management	7.5
2	Project Management in Innovation Processes	7.5
2	Sustainable Business Model Innovation	7.5

- a) University code: **N SANDVIK02**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes (Only two)**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

j) List of courses in English: **Bachelor Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	The Firm	7.5
1	Mathematics (Part I)	7.5
1	Managerial Accounting	7.5
1	Marketing Management	7.5
1	Business Communication in English (Written)	7.5
1	Microeconomics	7.5
1	Research Methods and Econometrics	7.5
1	Basic financial Management	7.5
2	Statistics	7.5
2	Mathematics (Part II)	7.5
2	Organizational Behaviour and Management	7.5
2	Financial Reporting and Analysis	7.5
2	Macroeconomics	7.5
2	Strategy	7.5
2	International Commercial Law	7.5
2	Strategic Management Accounting	7.5
1	Investment Analysis	7.5
1	Financial Markets and Institutions	7.5
1	Corporate Finance	7.5
1	Analyses of Finance Data	7.5
2	International Financial Management	7.5
2	Corporate and Financial Risk Management	7.5
1	International Finance	
1	Managing International Operations	
1	International Business Environment	
1	International Economics	
2	International Marketing	
2	Corporate Governance	
1	Shipping Management	
1	Organising the Ship owning Entity	
1	Supply Chain Management	
1	International Maritime Law	
2	Shipping Finance	
2	Port Management	

k) List of courses in English: **Master Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	The Firm	6.0
1	Mathematics (Part I)	6.0
1	Managerial Accounting	6.0
1	Marketing Management	6.0
1	Business Communication in English (Written)	6.0
1	Mathematics	6.0
1	Microeconomics	6.0
1	Advanced Macroeconomics	6.0
1	Multivariate statistics with Econometrics	6.0
1	Economic Theory	6.0
1	Research Methodology - Economics	6.0
2	Applied Business Ethics	6.0
2	Business Cycles	6.0
2	Industrial Economics	6.0
2	Applied Microeconomics	6.0
2	Monetary Theory and Policy	6.0
1	Introduction to Asset Pricing	6.0

1	Multinational Corporate Finance	6.0
2	Research Methodology in Finance	6.0
2	Investments	6.0
2	Applied Valuation	6.0
2	Financial Risk Management	6.0
2	Advanced Corporate Finance or Portfolio Management	6.0
1	Economic and Organizational Foundations of Strategic Management	6.0
1	Behavioural Foundations of Strategic Management	6.0
2	Research Methodology for Strategy	6.0
2	Multivariate Statistics	6.0
2	Corporate and Global Strategies	6.0
2	Interorganisational Strategies	6.0
2	Strategies of Industrial Competitiveness	6.0
2	The Practicing Strategist	6.0
1	Operations 1	6.0
1	Supply Chain Management	6.0
2	Research Methodology for Logistics. Operations and Supply Chain Management	6.0
2	Operations 2	6.0
2	Distribution and Logistics Service Providers	6.0
2	Purchasing: Managing Supply Relationship and Networks	6.0
2	Current Issues in Logistics. Operations and Supply Chain Management	6.0
1	Service Marketing	6.0
1	Brand Management	6.0
1	Understanding the Consumer	6.0
2	Marketing Finance	6.0
2	Marketing research and Multivariate Analysis	6.0
2	Strategic Marketing	6.0
2	Research Methodology Marketing	
1	Economic Psychology	
1	Managing Knowledge Work. Creativity and Innovation	
2	Research Methodology for Organisational Behaviour	
2	Leadership in Organisations	
2	Managing Workplace Diversity	
2	Change Management	
2	Managing for Excellence. Generative Practices.	
1	Financial Accounting Theory	
1	Financial Reporting and Analysis	
2	Research Methods for major in business Law. Tax and Accounting	
2	Business Analysis and Valuation Using Financial Statements	

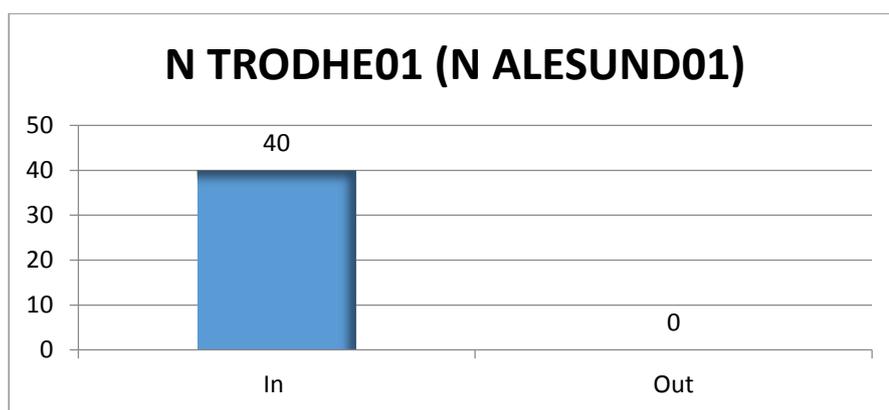
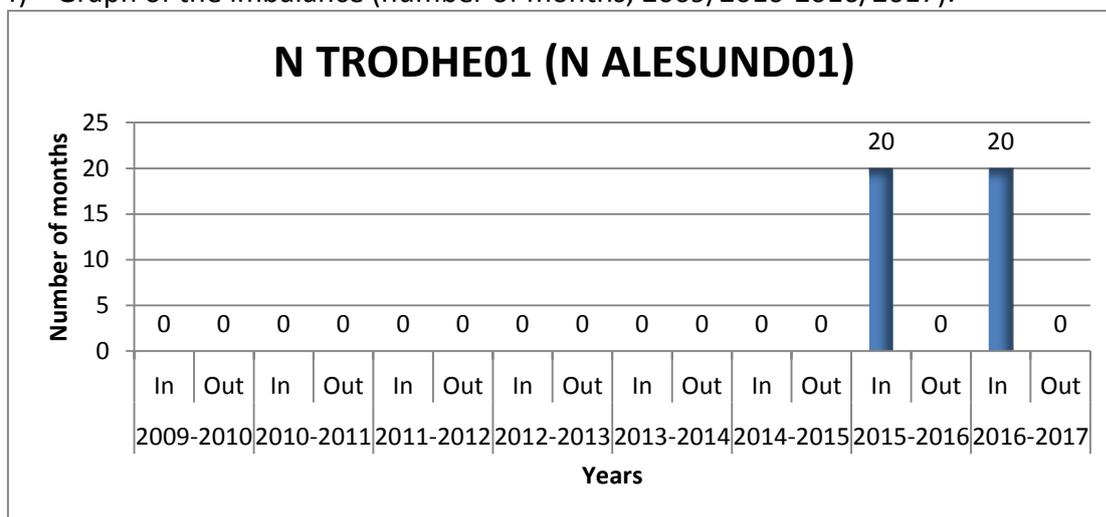
# THE NORWEGIAN UNIVERSITY OF SCIENCE AND TECHNOLOGY, AALESUND UNIVERSITY COLLEGE



- a) University code: **N TRODHE01 (N ALESUND01)**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **259<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Mandatory	B2

j) List of courses in English: **Bachelor - Level**

Term	Course Title	ECTS
<i>Courses in Trondheim</i>		
2	Purchasing and Logistics Management	7.5
2	Project Evaluation and Financing	7.5
2	Programme and Portfolio Management	7.5
2	Production and Network Economics	7.5
2	Methods and tools in Safety Practice	7.5
2	Industrial Marketing and International Business	7.5
2	ICT Economics – Planning and Economics of Tele and Information Services	7.5
2	Green Value Creation and Ethical Perspectives	7.5
2	Global Governance of Sustainable Supply Chains	7.5
2	Empirical and Quantitative Methods in Finance	7.5
2	Advanced Investments Analysis	7.5
1	Management of Business Relations and Networks	7.5
1	Strategic Management	7.5
1	Project Organizations	7.5
1	Finance for Science and Technology Students	7.5
1	Environmental Management and Corporate Governance	7.5
1	Risk Governance	7.5
1	Corporate Finance	7.5
1	Industrial Ecology, Project	7.5
1	Innovation Management	7.5
2	Financial Modelling using Excel	7.5
2	Communication and Teams	7.5
2	Project Management	7.5
2	International Business	7.5
2	Business and Management English	7.5
2	Welfare Economics	7.5
2	Accounting, Strategy and Management	7.5
2	Capital Markets and Uncertainty	7.5
1-2	Norwegian for foreigners	15
Late Summer	Norwegian Summer Course	10
2	International Trade	7.5
2	Development Economics	7.5
2	Banking	7.5
2	Environmental and Resource Economics	7.5
2	Open Macroeconomics	15
2	Economics of Education	15
<i>Courses in Alesund</i>		
1	Understanding Culture	7.5
1	Norwegian for exchange students	7.5
1	Export Management	7.5
1	Consumer Behavior	7.5
1	International Marketing	7.5
1	Logistics and Supply Chain Management	7.5
2	Norwegian for exchange students	7.5
2	Business English	7.5
2	Marketing Research	7.5
2	Cases in Strategy and Marketing	7.5
2	Brand Management	7.5
1-2	Norwegian for Foreign Exchange Students	7.5

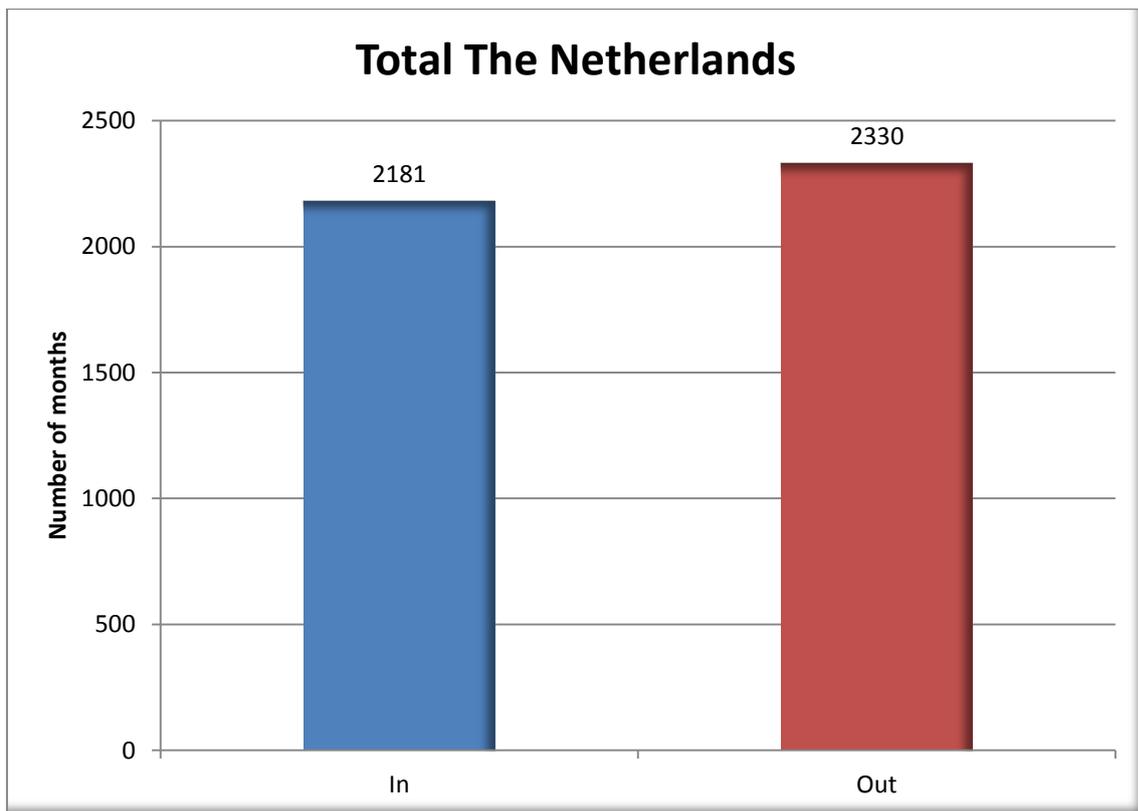
k) List of courses in English: **Master - Level**

Term	Course Title	ECTS
<i>Courses in Alesund</i>		

1	International Business	7.5
1	Global Customer Values	15
1	International Organisation and Management	7.5
2	International Business Strategy	7.5
2	International Marketing	7.5
2	Innovation and Intellectual Property Rights	7.5
2	International Business Finance	7.5
2	Risk Management	7.5
2	International Corporations – Leadership and Culture	
2	Service Marketing Management	7.5
2	Global Sourcing and Supply Network Management	7.5
1	Industrial Organization	
1	Corporate Governance – an International Perspective	7.5
1	Scientific Theory and Data Analysis	15



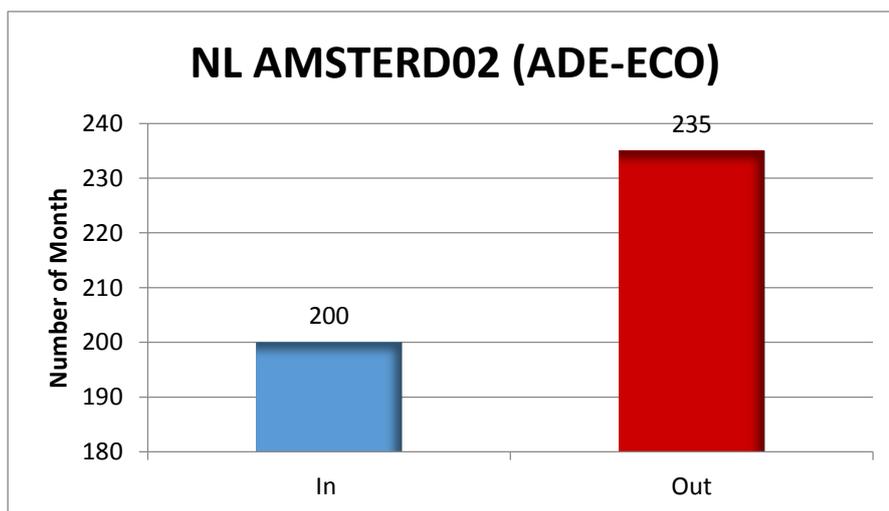
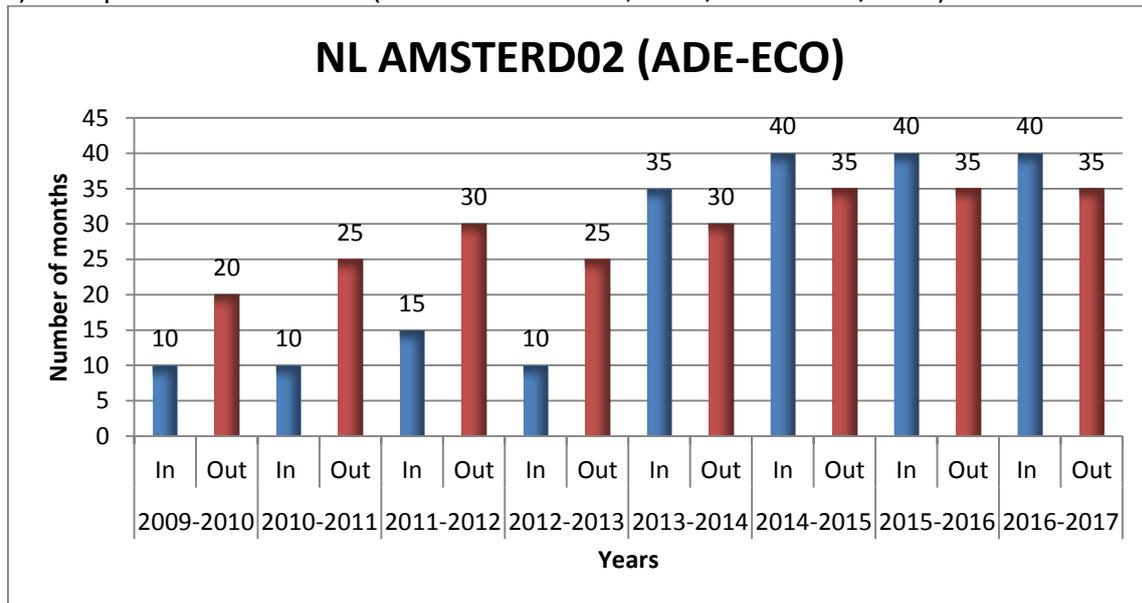
# The Netherlands (NL)



- a) University code: **NL AMSTERD02**
- b) Study fields: **Business and Economic**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **199**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Recommended for Bachelor/ Mandatory for Master	IELTS 6,5 / TOEFL 92	Home University

j) List of courses in English: **Bachelor - Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Accounting and IT Systems I	6.0
1	Business Information Systems	6.0
1	Computational Econometrics	6.0
1	Consumer Science for Online Commerce	6.0
1	Economic Assessment of Health Care	6.0
1	Foundations and Forms of Entrepreneurship	6.0
1	Grand Challenges for Sustainability	6.0
1	Health Economics	6.0
1	Heuristic Optimization Methods	6.0
1	Introduction to E-Business and Online Commerce	6.0
1	Introduction to Econometrics	6.0
1	Introduction to Time Series	6.0
1	Judgement and Decision Making	6.0
1	Leadership: Mobilizing People	6.0
1	Macroeconomics II	6.0
1	Operations Analysis	6.0
1	Organizational Behavior – Human Resource	6.0
1	Organizational Behavior and Decision Making	6.0
1	Shared Value Creation	6.0
1	Strategic Management of Technology and Innovation	6.0
1	Econometrics I	6.0
1	Mathematical Economics I	12.0
1	Operations research I	6.0
1	Accounting and IT Systems II	6.0
1	Case Lab	6.0
1	Corporate Governance and Accountability	6.0
1	Data Analysis	6.0
1	E-Commerce Supply Chain Management	12.0
1	Economics for the Global Era	6.0
1	Empirical Economics	6.0
1	Empirical Finance	6.0
1	Empirical Marketing	6.0
1	Enterprising Behavior	6.0
1	Filming Entrepreneurship	12.0
1	Finance	6.0
1	Financial Management in Health Care Organizations	6.0
1	Information systems in E-Business and Online Commerce	6.0
1	International Business Law	6.0
1	Managing Negotiations: Getting to Yes	6.0
1	Nudge: Influencing Behavior	6.0
1	Organization Theory	6.0
1	Organizing sustainable Innovation	6.0
1	Sustainable Supply chain Management	6.0
1	Business Game	6.0
1	Case Study. A Modelling Competition	12.0
1	Designing Interventions in Business and Society	6.0
1	Emerging Technologies for E-Business and Online Commerce	6.0
1	Health Care Management	6.0
1	Integrative Practical	6.0
1	International Strategy	6.0
1	Marketing Sustainable Innovations	12.0
2	New Venture Creation	6.0
2	Tax and Organizations	6.0
2	Accounting in Multi-National Enterprises	6.0
2	Business Intelligence and Analytics	6.0

2	Business Research Methods I – Quantitative	6.0
2	Business Statistics	12.0
2	Consumer Behavior	6.0
2	Contemporary Perspectives on OB: Leading Change	6.0
2	Digital Innovation and Virtual Organizing in a Global Setting	6.0
2	Econometrics III	6.0
2	Financial Markets and Institutions	6.0
2	Financial Modelling and Derivatives	6.0
2	Foundations of Strategic Management	6.0
2	Global Supply Chain Management	6.0
2	Human Resource Management Practices: A Global Perspective	6.0
2	Industrial Organization	6.0
2	Mathematical Economics III	6.0
2	Operations Research II	6.0
2	Procurement and Supply Management	6.0
2	Econometrics II	6.0
2	Mathematical Economics II	6.0
2	Operations Research II	6.0
2	Accounting	6.0
2	Auditing	6.0
2	Business Research Methods II - Quantitative	6.0
2	Computational Finance	6.0
2	Contemporary Perspectives on HRM Theory	6.0
2	Corporate Finance in Emerging Economies	6.0
2	Cross Cultural Marketing	6.0
2	Debates in Consulting Research	6.0
2	Digital Marketing and Metrics	6.0
2	Empirical Econometric Modelling	6.0
2	Human Capital Across the Life Cycle	6.0
2	Inclusive Growth and Sustainability	6.0
2	International Financial Management	6.0
2	Investments	6.0
2	Knowledge Management	6.0
2	Managing and Improving Quality	6.0
2	Marketing in Emerging Economies	6.0
2	Small Business Development	6.0
2	Strategic management from a practice perspective: A day in the life of a CEO	6.0
2	Supply Chain Management in Emerging Economies	6.0
2	Business Processes	6.0
2	Integrative research Project	6.0

k) List of courses in English: **Master – Level**

Term	Title	ECTS
1	Advanced Algorithms	6.0
1	Advanced corporate Finance	6.0
1	Advanced Corporate financial Management	6.0
1	Advanced Econometrics	6.0
1	Advanced Finance, Banking and Finance	6.0
1	Advanced Financial Reporting	6.0
1	Advanced International Management	6.0
1	Advanced Methods for Applied Economic Research	6.0
1	Advanced Methods for Applied spatial Economic Research	6.0
1	Advanced Microeconomics	6.0
1	Advanced Service Management	6.0
1	Asset Pricing	6.0

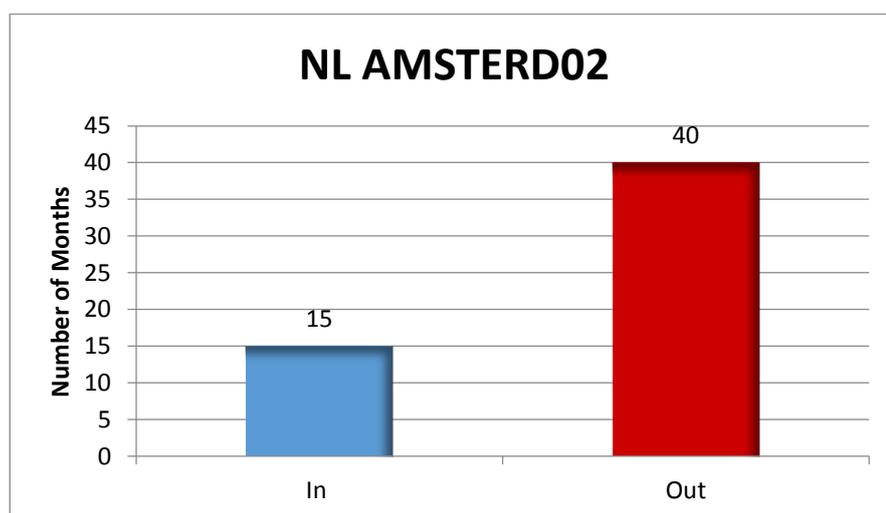
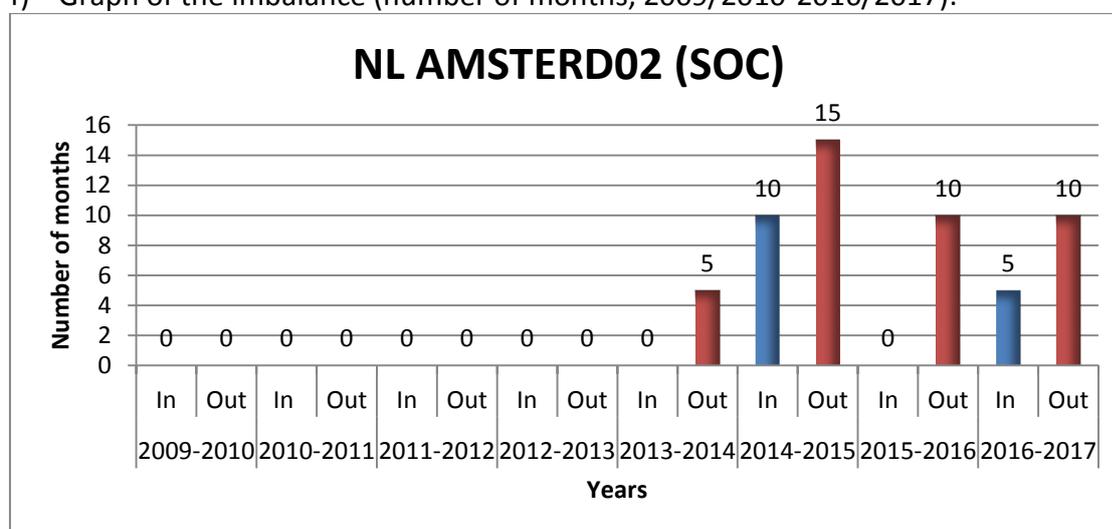
1	Careers and Organizations	6.0
1	Consumer Marketing	6.0
	Empirical research in Accounting	
1	Marketing strategy	6.0
1	Mathematics in Economics and Society	6.0
1	Microeconomics for Spatial Policy	6.0
1	Strategy, Control and Design	6.0
1	Transport Economics and Management	6.0
1	Advanced financial Reporting for Business Administration	6.0
1	Advanced Macroeconomics	6.0
1	Advanced Management Accounting	6.0
1	Alliances, Mergers and Networks	6.0
1	Applied strategy	6.0
1	Applied Transport Economics	6.0
1	Audit Theory	6.0
1	Branding and Advertising	6.0
1	Corporate Valuation	6.0
2	Corporate Valuation for Finance	6.0
2	Decision Making in Supply Chains	6.0
1	Derivatives	6.0
1	Digital Marketing	6.0
1	Diversity in Organizations	3.0
1	Economics of the Welfare State	3.0
1	Empirical Finance	3.0
1	Environmental Economics	6.0
1	Geographic Information Systems	6.0
1	Institutional Investments	6.0
1	Macroeconomic Policy in the EU	6.0
1	Managing Service Innovation	6.0
1	Microeconomics for Development	6.0
1	Network Analysis	6.0
1	Performance Management and Control	6.0
1	Regional and Urban Economics	6.0
1	Retail Management	6.0
1	Sales and Product Management	6.0
1	Supply Chain Execution and Geologistics	6.0
1	Technology and Innovation Processes	6.0
1	Case Study	
1	Ethics	
1	Managerial Integration Project Marketing	
1	Research Project Economics	
1	Research Project for Finance	
1	Research Project Spatial Economics	
1	Airline Business	
2	Applied Spatial Economics	
2	Bank Management	
2	Behavioral Corporate Finance	
2	Cross-Cultural Consumer Research	
2	Customer Intelligence	12.0
2	Economics of Climate Change	6.0
2	Experimental Research	6.0
2	Financial Accounting Theory	6.0
2	Financial Decision Making	6.0
2	Financial Markets and Institutions	6.0
2	Geomarketing	6.0
2	Globalization, Growth and Development	6.0
2	Human Development	6.0

2	Industrial Organization and Competition Policy	6.0
2	Labour Economics	6.0
2	Leadership	6.0
2	Management Control	6.0
2	Simulation and Stochastic Systems	6.0
2	Strategic and Organizational Change	6.0
2	Times Series Econometrics	6.0
2	Transport Economics	6.0
2	Behavioral Strategy	6.0
2	Corporate Social Responsibility	6.0
2	Cross Cultural Management	6.0
2	Financial System Design	6.0
2	Management Idea Factory	6.0
2	Quantitative Financial Risk Management	6.0
2	Real Estate Management	6.0

- a) University code: **NL AMSTERD02**
- b) Study field: **Sociology**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **199<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended for Bachelor/ Mandatory for Master	IELTS 6,5 / TOEFL 92

j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Anthropology of Religion	6.0
1	Business Anthropology	6.0
1	Development and Globalization	6.0
1	Environment and Development	6.0
1	Intercultural Communication	6.0
1	International Relations and Global Governance	6.0
1	Public Management	6.0
1	Radicalization and Conflict	6.0
1	Social Continuity and Change	6.0
1	Social Media	6.0
1	Sociology of Globalization and Multiculturalism	6.0
1	State, Power and Conflict	6.0
1	Comparative Political Research	6.0
1	Culture and Citizenship	6.0
1	Global Political Economy	6.0
1	Global Religion and Local Diversity	6.0
1	Identity and Diversity in Organizations	6.0
1	Identity, Ethnicity and Nationalism	6.0
1	Media Entertainment	6.0
1	Organization Politics	6.0
1	Capita Selecta Political Science	6.0
1	Development from an Interdisciplinary Viewpoint	6.0
1	History and Theory of Anthropology	6.0
1	Organizational Discourse and Narrative Analysis	6.0
1	Urban Struggle	6.0
1	Culture and New Media	6.0
2	EU Governance in an International Context	6.0
2	History of Political Thought	6.0
2	Individual Processing of Media	6.0
2	Organizational Culture and Change	6.0
2	Social Inequalities and the Welfare State	6.0
2	A global History of Inequality	6.0
2	Ethnographic Monographs	6.0
2	Public Relations and Reputation Management	6.0
2	Sex Work in the Times of Anti-Trafficking: From a Global Perspective	6.0
2	Social Structure and Political Mobilization	6.0

i) List of courses in English: **Master – Level**

Term	Title	ECTS
1	Current Perspectives on Communication Science	6.0
1	Essentials of Media Psychology	6.0
1	Organization Sciences	6.0
1	Sense making in Organizations	6.0
1	Social Continuity and Change	6.0
1	Theories and Approaches in Comparative European Politics	6.0
1	Theories and Approaches in International Relations	6.0
1	Theories of Governance	6.0
1	Changing Organizational Culture	6.0
1	Culture and Identity in Organizations	6.0
1	Governance of Security and Policing	6.0
1	Inequality and Conflict in Societal Participation	12.0
1	International Governance	6.0
1	Marketing Communication and the Consumer	6.0

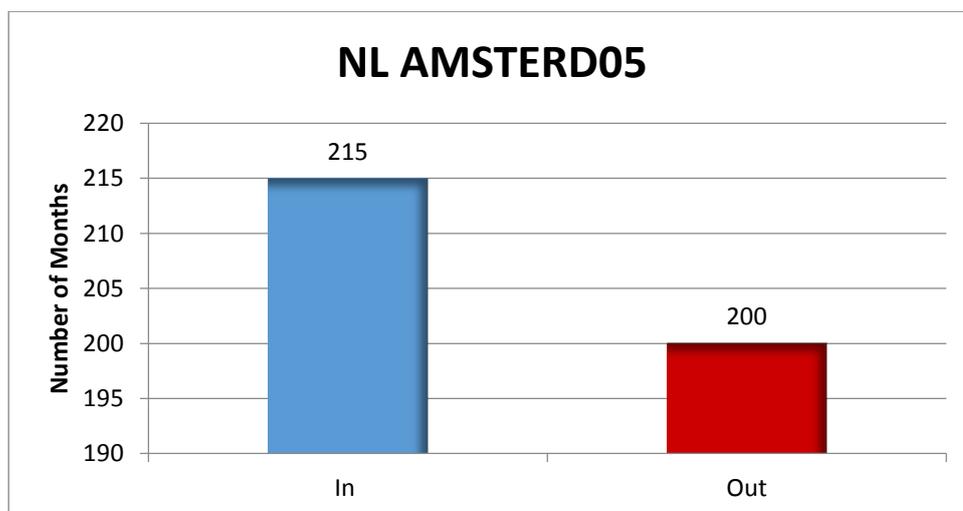
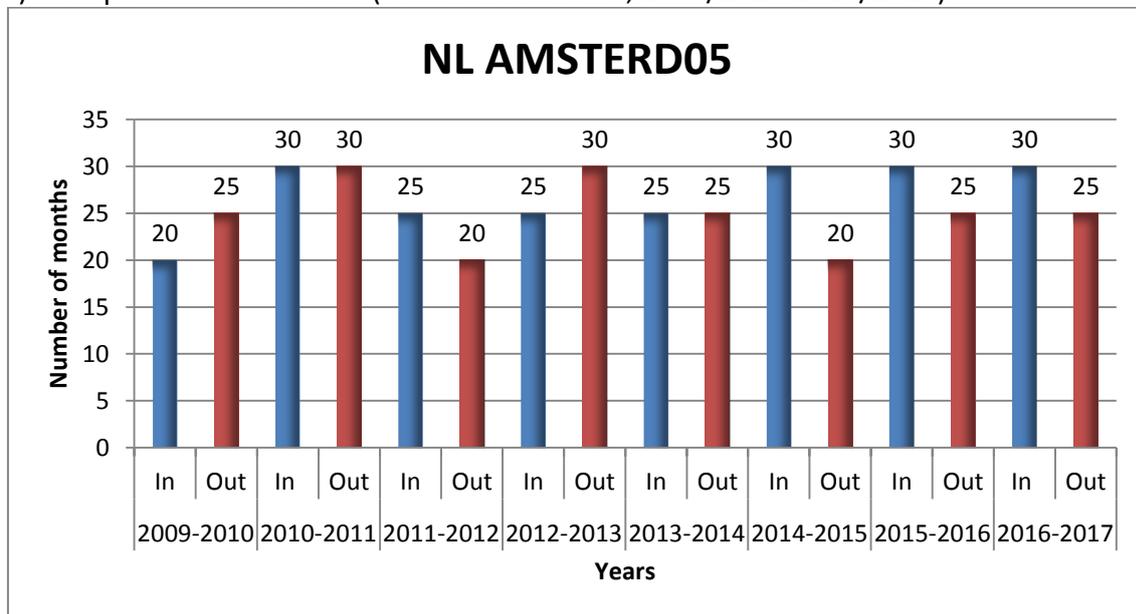
1	News Effects	6.0
1	Problematic and Beneficial Effects of Media Use	6.0
1	Selected Issues: EPP	6.0
1	Selected Issues: Global Environmental Governance	6.0
1	Selected Issues: International Security	6.0
1	Selected Issues: Transnational Political Economy	6.0
1	Transnational Organizations in a Global World	6.0
2	Workshop in Comparative Policy and Politics	6.0
2	Workshop in Global Environmental Governance	6.0
2	Workshop in International Relations	6.0

HOGESCHOOL VAN  
AMSTERDAM, AMSTERDAM  
UNIVERSITY OF APPLIED  
SCIENCES

- a) University code: **NL AMSTERD05**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Languages requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Mandatory	B2/IELTS 6.0	Home University

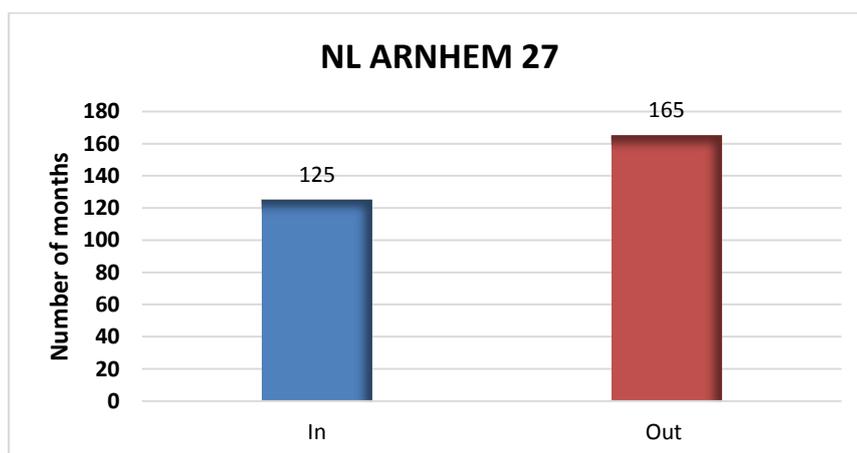
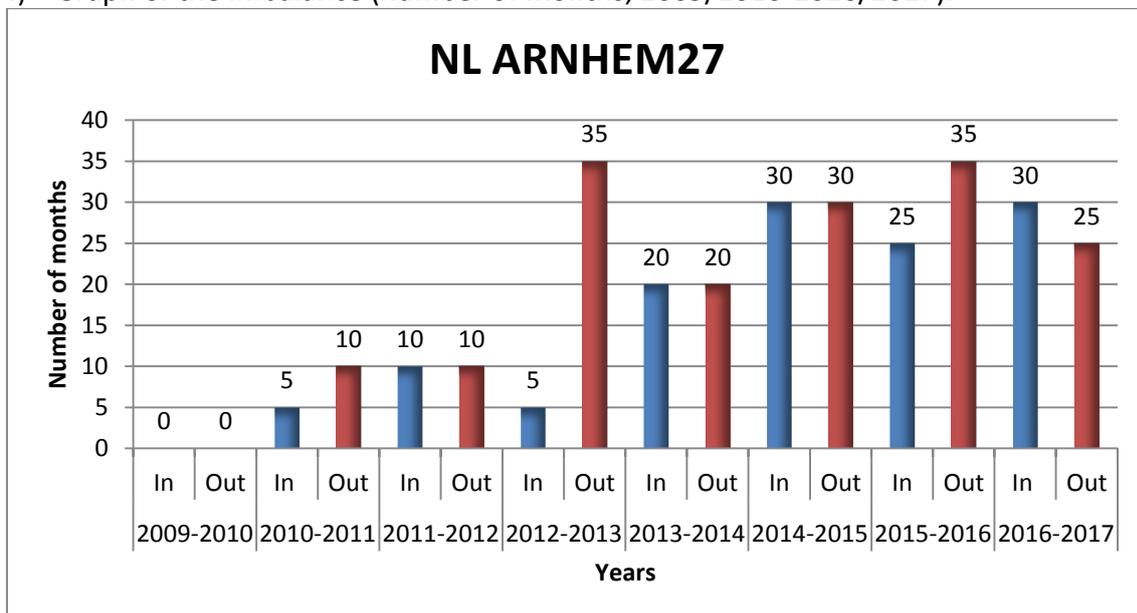
j) List of courses in English: **Bachelor Level**

Term	Title	ECTS
2	Business English	30
2	Building Partnerships in China	30
2	Building Partnerships in Thailand/ASEAN	30
2	Business of Sport and Entertainment	30
2	Business Process Integration Management	30
2	Business Process Integration Management	30
2	Business Process Integration Management	30
2	Business Process Integration Management	30
2	Business Process Integration Finance	30
2	Cross Cultural Business Skills	30
2	Cross Cultural Business Skills	30
2	Entrepreneurship	30
2	Global Branding and Cambridge English	30
2	Global Trade and Supply Chain Management	30
2	International Finance and Control	30
2	International Marketing	30
2	International Teams and Organization	30
2	Organization, Leadership and Change	30

- a) University code: **NL ARNHEM27**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

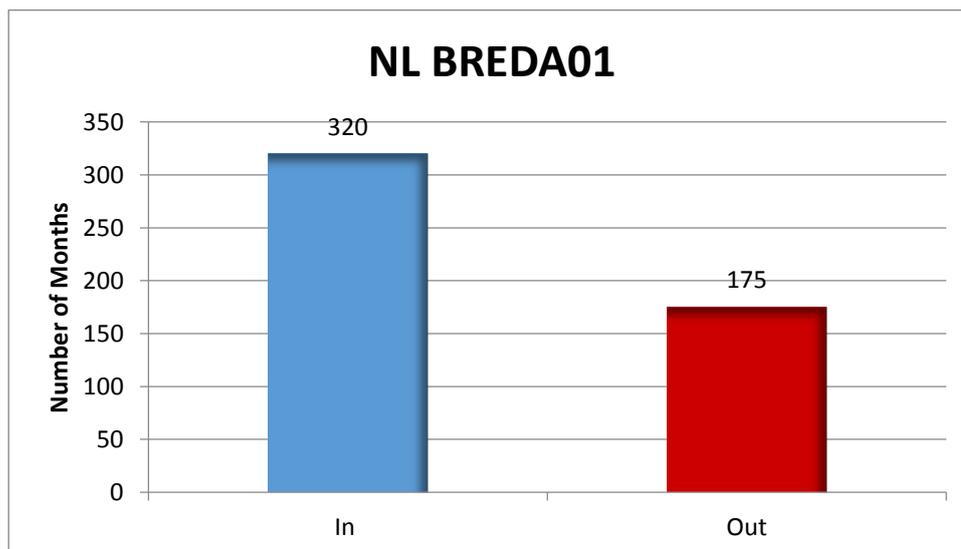
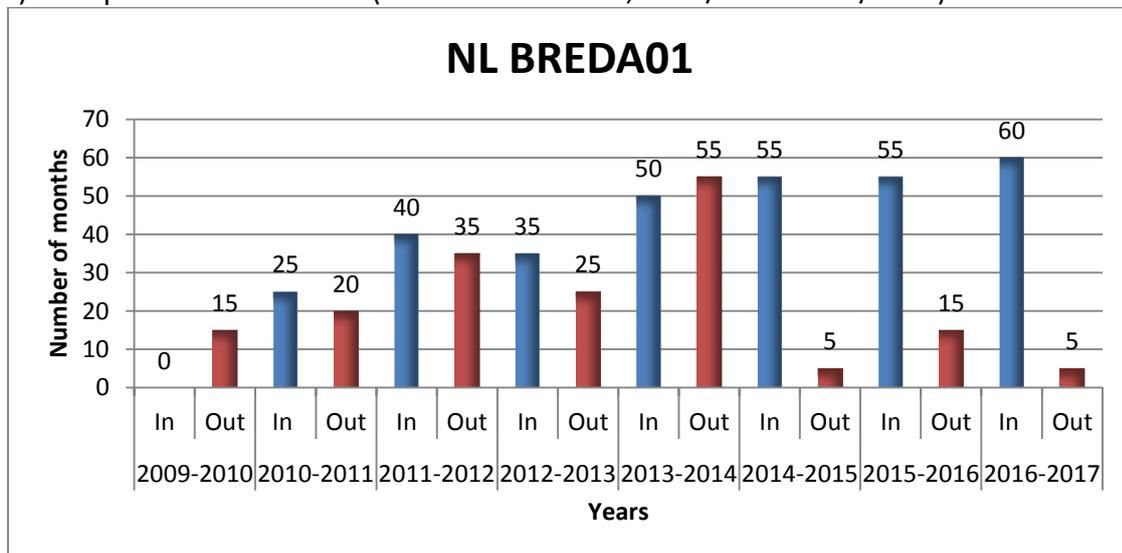
AVANS UNIVERSITY OF  
APPLIED SCIENCES, SCHOOL  
OF MARKETING



- a) University code: **NL BREDA01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

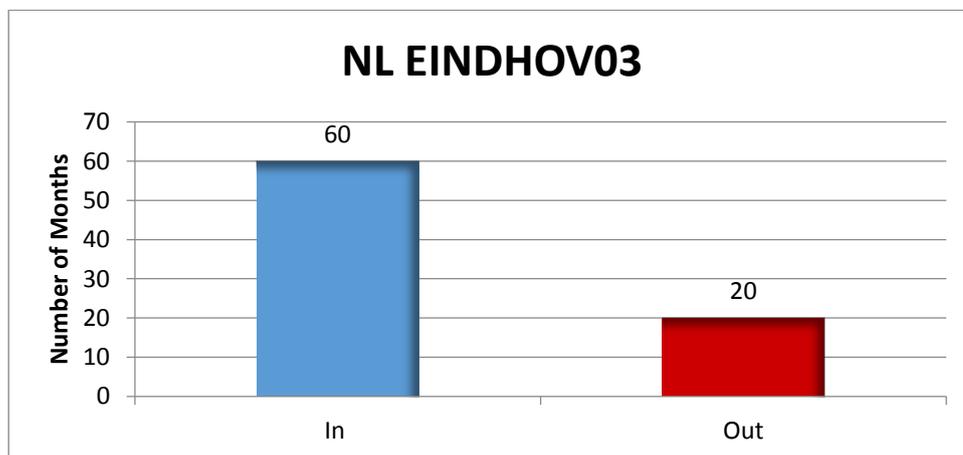
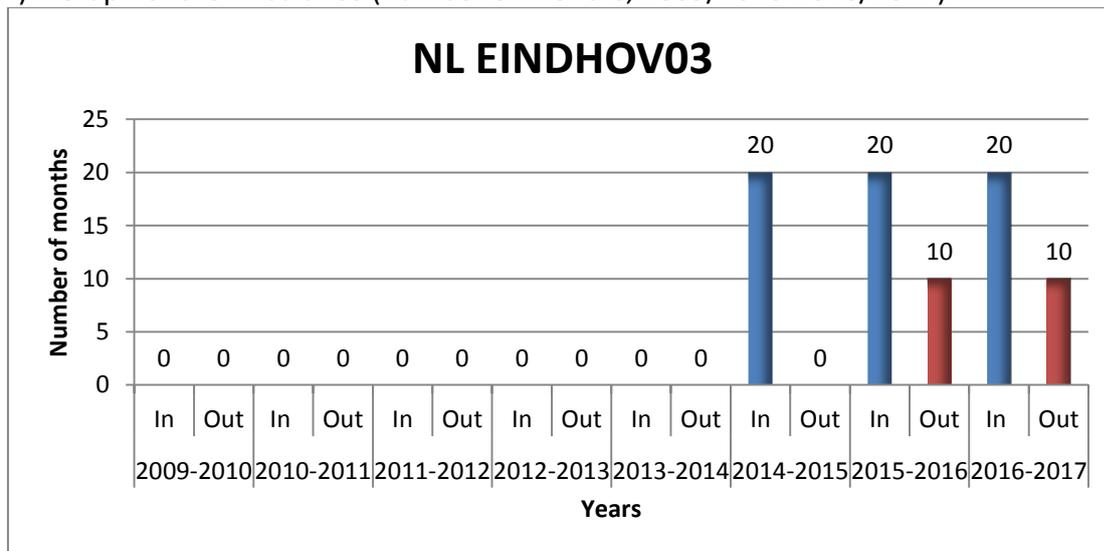


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **NL EINDHOV03**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



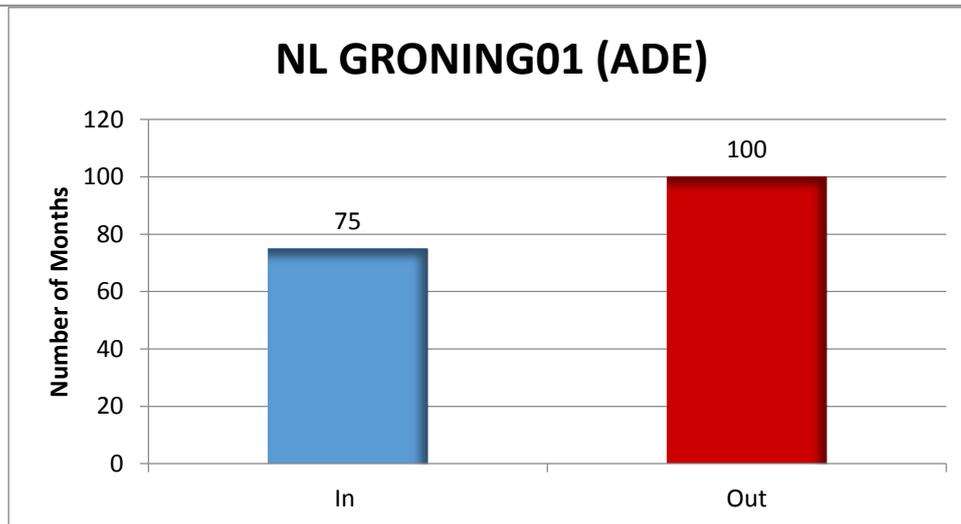
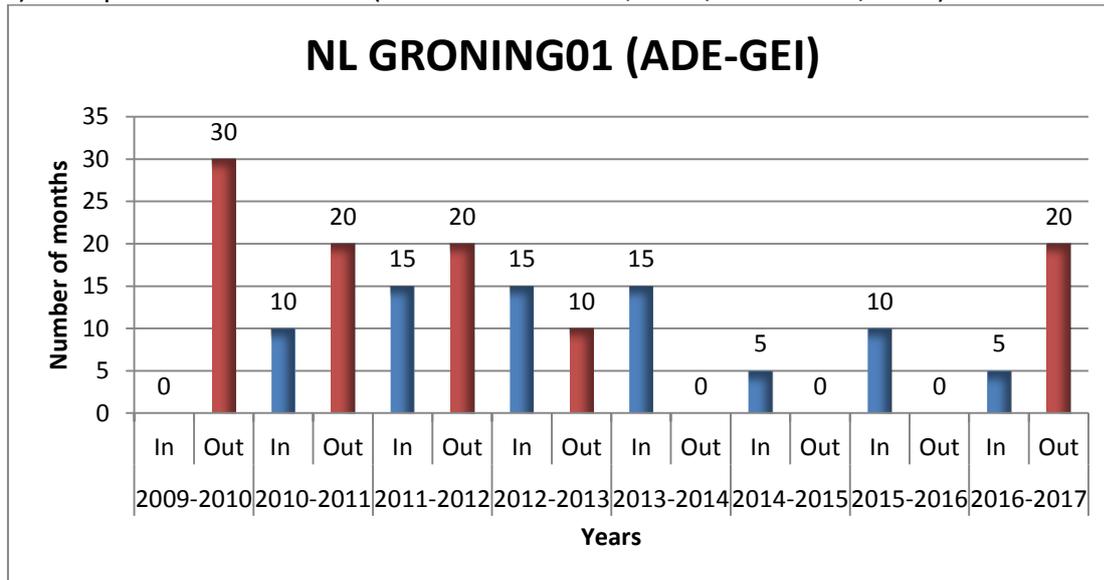
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **NL GRONING01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **113<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	TOEFL: 80 / IELTS: 6 /Cambridge Certificate

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Mandatory	Bachelor: B2 Master: C1	TOEFL, IELTS, CAE, CPE <a href="http://www.rug.nl/feb/education/exchange/englishproficiency">http://www.rug.nl/feb/education/exchange/englishproficiency</a>

j) List of courses in English: **Bachelor-Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Finance and Risk Management for IB	5
1	Foreign Dir. Investment & Trade for E&BE	5
1	Foreign Dir. Investment, Trade & Geogr.	5
1	Information Systems Management	5
1	International Macroeconomics	5
1	Macroeconomics for EOR	5
1	Matrices, Graphs and Convexity	5
1	Matrix Analysis and Optimization	5
1	Statistical Inference	5
1	CrossCultural Management	5
1	Difference- & Differential Equations	5
1	Global Business History	5
1	Global Development Studies	5
1	Intermediate Mathematics	5
1	International Business Strategy for IE&B	5
1	Introduction to Operations Research	5
1	Linear Models in Statistics	5
1	Management Accounting for BE	5
1	Microeconomics - Industrial Organization	5
1	Operations and Logistics Management	5
1	Public Finance	5
1	Statistics II for IB	5
1	Topical Themes in Development Studies	5
2	Capital Structure and Financial Planning	5
2	Comparative Country Studies	5
2	Growth, Institutions and Business	5
2	Human Resource Management for BE	5
2	Innovation Management in Multinationals	5
2	Introduction to Actuarial Science	5
2	Introduction to Econometrics	5
2	Qualitative Research Methods for IB	5
2	Queueing Theory and Simulation	5
2	Economics of Banking	5
2	Ethics and International Business	5
2	Global Political Economy	5
2	International Business Law	5
2	Introduction to Mathematical Economics	5
2	Management of Product Innovation	5
2	Production Planning & Quality Control	5
2	Risk Insurance	5
2	Strategic Management B&M	5
1	Introduction to International Business	5
2	International Marketing for IB	5
2	Marketing for E&BE	5
2	Asset Pricing and Capital Budgeting	5
2	International Business Environment	5
1	Behavioural Corporate Finance	5
1	Culture and Economics	5
1	Development Finance	5
1	Digital Marketing	5
1	Empirical Research Project for IB	5
1	Entrepreneurship B&M/TM	5
1	Finance Theory and Modelling	5
1	Globalization - Topics and Methods	5
1	Intermediate Asset Pricing	5

1	International Strategic Management	5
1	Marketing Analytics	5
1	Numerical Methods for EOR	5
1	Purchasing & Supply Chain Management	5
1	Success Factors of Econ. Growth in Korea	5
1	Teamwork - Theories, Design and Dynamics	5
1	Technology-based Offerings	5
1	Behavioural and Experimental Economics	5
1	Behavioural Decision Making	5
1	Corporate Finance for E&BE	5
1	Corporate Financial Restructuring	5
1	Corporate Governance for E&BE	5
1	Empirical Econometrics	5
1	Environmental and Resource Economics	5
1	Innovation and Productivity	5
1	Innovation Management B&M	5
1	International Business Theories	5
1	International Financial Management	5
1	Managing Intern. Bus. Organizations Game	5
1	Operations Strategy and Technology	5
1	Organizational Change for Pre-MSc	5
1	Project Innovation & Entrepreneurship	10
1	Sports Economics	5
1	Stochastic Models	5
2	Empirical Research Project for IB	5
2	Ethics in Business and Management	5
2	Globalization - The Great Unbundlings	5
2	Intermediate Asset Pricing	5
2	International Bus.& Supply Chain Market.	5
2	International Strategic Management	5
2	Labour Economics	5
2	Marketing Research for E&BE	5
2	Spec. Course Applied Operations Research	5
2	Spec. Course Microeconometrics	5
2	Contemporary Theories on B&M	5
2	Corporate Finance for E&BE	5
2	Dynamic Econometrics	5
2	Financial Statement Analysis for E&BE	5
2	Game Theory	5
2	Globalization - MNEs & Institutions	5
2	Growth and Development Economics	5
2	History of Economic Thought	5
2	Intermediate Microeconomics	5
2	International Financial Management	5
2	Managing Intern. Bus. Organizations Game	5
2	Political Economics	5

List of courses in English: **Master-Level**

Term	Title	ECTS
1	Advanced Industrial Organization	5
1	Business Ethics	5
1	Comparative Environmental Analysis	5
1	Competitiveness of Firms and Nations	5
1	Dependence & Extremes in Risk Management	5
1	Developing for Markets	5
1	Econometric Theory and Methods	5
1	Growth and Development Policies	5

1	International Banking and Finance	5
1	International Business Strategy (MSc)	5
1	IT Governance	5
1	Organization Design (MSc)	5
1	Stochastic Programming	5
1	Business Process Innovation and Change	5
1	Econometric Inference	5
1	Economic Growth in History	5
1	Financial Econometrics	5
1	Healthcare Operations	5
1	International Financial Reporting	5
1	International Strategic Alliances	5
1	Maintenance Planning and Optimization	5
1	Models for Short Term Risk Management	5
1	Money, Finance and the Economy	5
1	Operations Management in Proc. Industry	5
1	Personnel Economics	5
1	Responsible Finance and Investing	5
1	Strategic Management of Inf. Technology	5
1	Trade, Environment and Growth	5
2	Applied Macroeconometrics	5
2	Applied Microeconometrics	5
2	Asset and Liability Management	5
2	Comparative Corporate Governance	5
2	Comparative Environmental Analysis	5
2	Conflict Man. & Industrial Relations	5
2	Country Studies	5
2	Economic Geography	5
2	Innovation in Healthcare Organizations	5
2	International Business Strategy (MSc)	5
2	International Entrepreneurship	5
2	Korea in the East Asian Region	5
2	Microeconomics of Household Behaviour	5
2	Monetary Policy and Financial Regulation	5
2	OR Analysis of Complex Systems	5
2	Personnel Economics	5
2	Policies for a Dynamic Economy	5
2	Purchasing	5
2	Supply Chain Optimization	5
2	Working Capital Management	5
2	Competitiveness of Firms and Nations	5
2	Corporate Soc.Resp. & Global Value Chain	5
2	Economics of Regulating Markets	5
2	Emerging Markets (MSc)	5
2	Franchising	5
2	Innovation & Entrepreneurship	5
2	International Financial Reporting	5
2	Inventory Management	5
2	Quantitative Finance	5
1	Retail Marketing	5
1	Work Design and Team Processes	5
1	International Corporate Finance	5
1	International Risk Analysis and Research	5
1	Leadership	5
1	Marketing Essentials	5
2	Marketing Communication	5
2	Process Improvement and Change	5

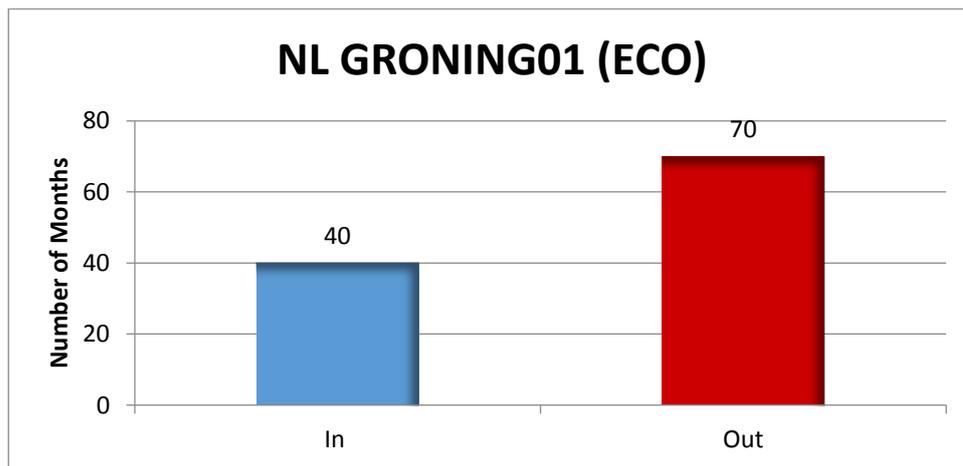
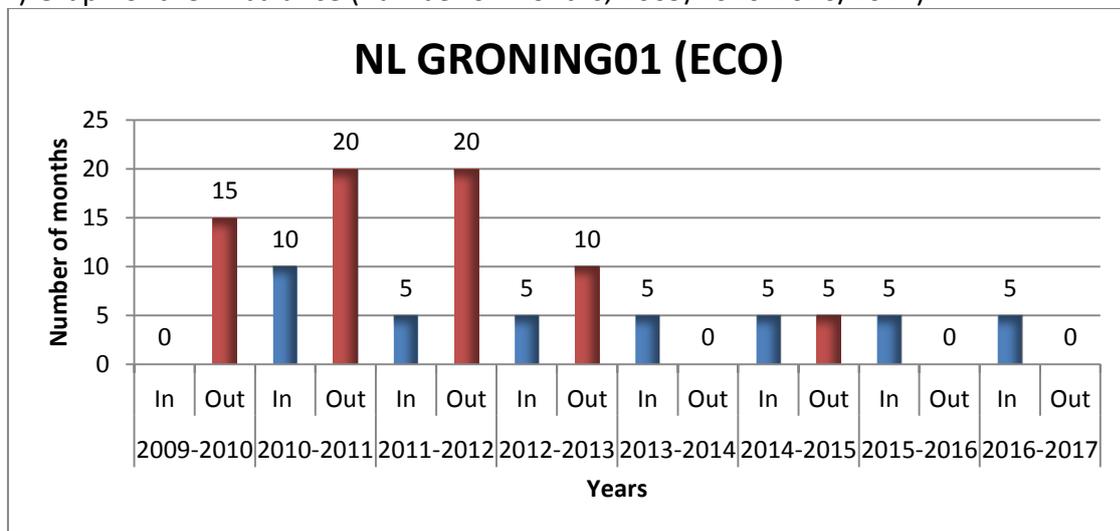
2	Behavioural Finance & Personal Investing	5
2	Behavioural Operations Management	5
2	Behavioural Perspectives on Corp. Gov.	5
2	B2B Marketing	5
2	Consumer Psychology	5
2	Finance and Development	5
2	International Corporate Finance	5
2	Strategic Supply Chain Management	5



- a) University code: **NL GRONING01**
- b) Study field: **Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **113<sup>th</sup>**
- e) Language requirement (for agreement):

Language	Status	CEFRL
English	Mandatory	TOEFL: 80 IELTS: 6 Cambridge Certificate

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

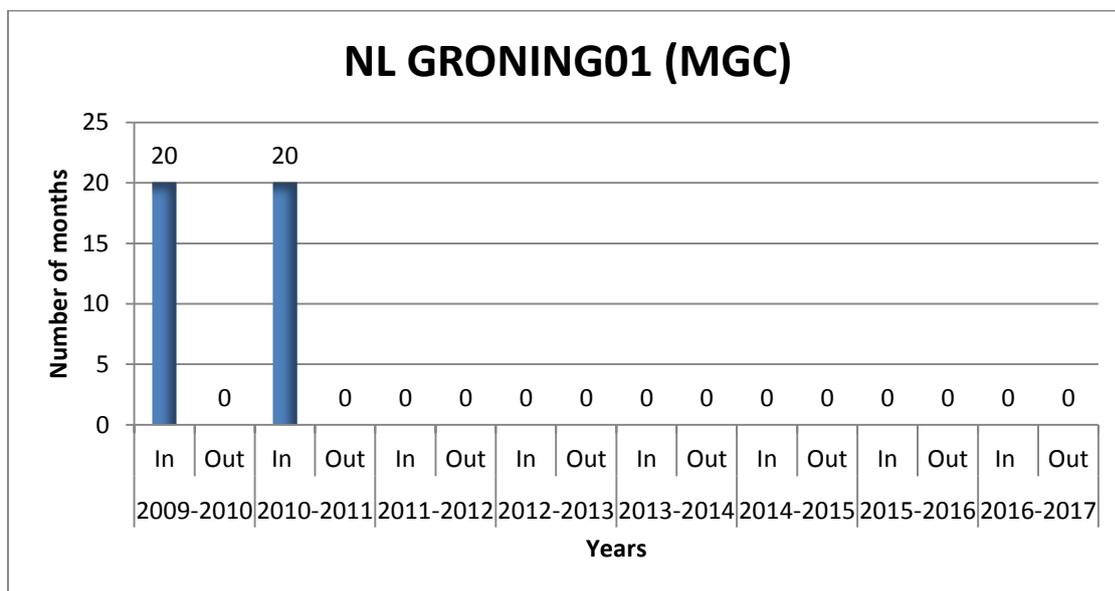


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **NL GRONING01**
- b) Study field: **Cultural Management**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **113<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	C1

- g) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

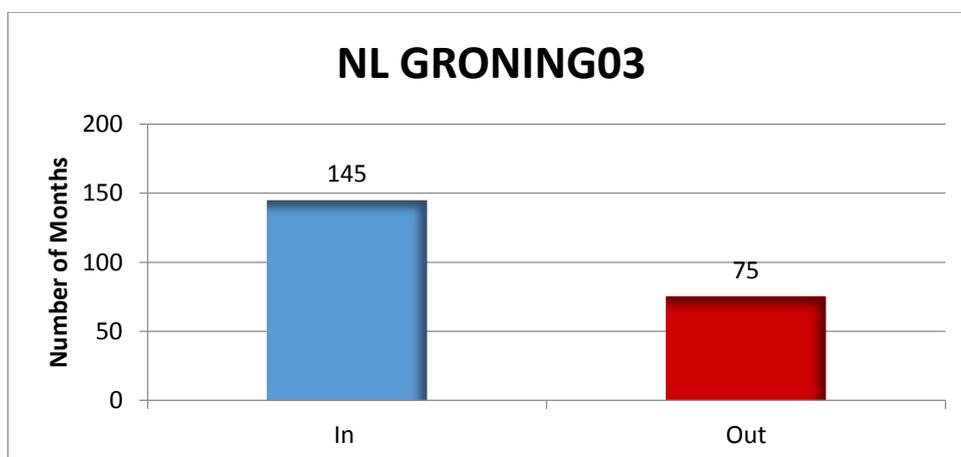
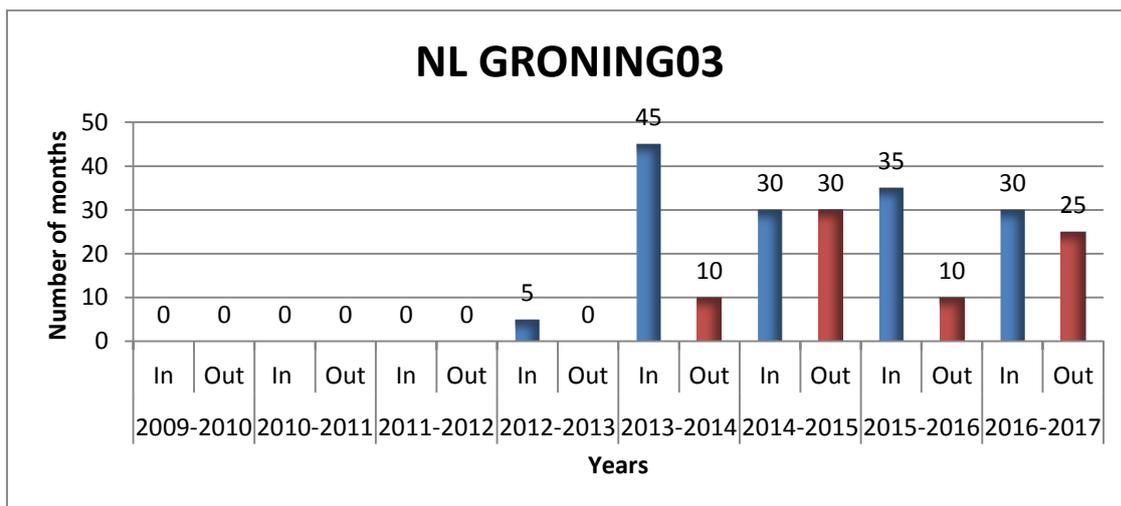
# HANZEHOGESCHOOL GRONINGEN, SCHOOL OF MARKETING MANAGEMENT & SCHOOL OF COMMUNICATION & MEDIA



- a) University code: **NL GRONING03**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- h) Graph of the imbalance (number of months, 2009/2010-2016/2017):

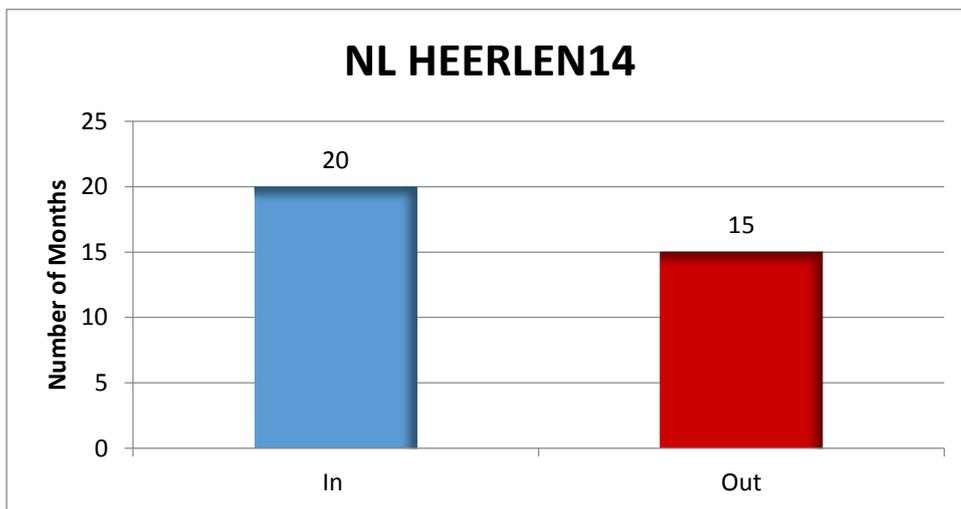
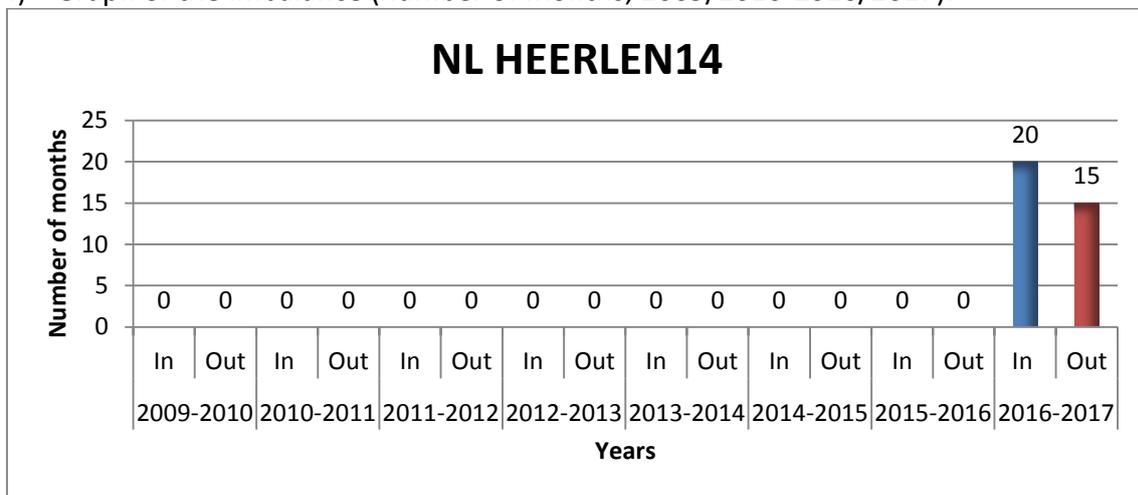


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **NL HEERLEN14**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2

j) List of courses in English: **Bachelor Level**

Term	Title	ECTS
<b>Package IB-A: International Business and Research</b>		
1	Management	3
1	Marketing 1	2
1	Finance & Accounting	2
1	Business assessment 50%, excel 25% and coaching 25%	4
1	Marketing	4
1	Statistics	3
1	Marketing plan 50%, excel/statistics 25% + project management 25%	4
1	English	2
1	Spanish	3
1	German	3
1	French	3
1	Dutch for foreigners	3
1	Chinese (no prior knowledge required)	3
1	English for social media	3
1	Mathematics	3
<b>Package IB-B: Communication and Sales</b>		
1	Marketing Management/Communication	4
1	Consumer Law	3
1	Marketing communication plan and legal practice	4
1	Sales Management	4
1	Finance	3
1	Sales briefing and demonstration, CRM and sales modules	4
1	English	4
1	Coaching	1
1	Spanish	3
1	German	3
1	French	3
1	Dutch for foreigners	3
1	Chinese (1 Year prior knowledge)	3
<b>Package IB-C: Entrepreneurship and International Environment</b>		
2	Financial Management	3
2	Management Accounting	2
2	Business Organization and Law	2
2	Business plan, presentation and excel	4
2	Economics	4
2	European Law	3
2	Business case analysis (economic and law), argumentation techniques and coaching	4
2	English	2
2	Spanish	3
2	German	3
2	French	3
2	Dutch for foreigners	3
2	Chinese (1/2 year prior knowledge)	3
2	Grammar English	3
2	Mathematics 2	3
2	Cross-border entrepreneurship	3
2	Russia 1 and 2	3
<b>Package IB-D: Logistics and Entrepreneurship</b>		
2	Logistics	3
2	Commercial Law	2
2	Finance - logistics	2
2	Applied logistics International contracts	4
2	Human Resource Management	2

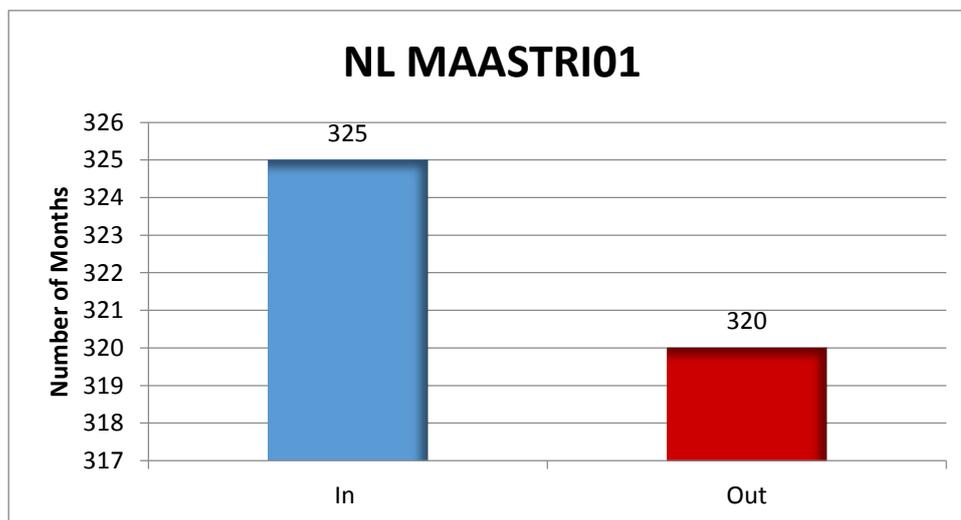
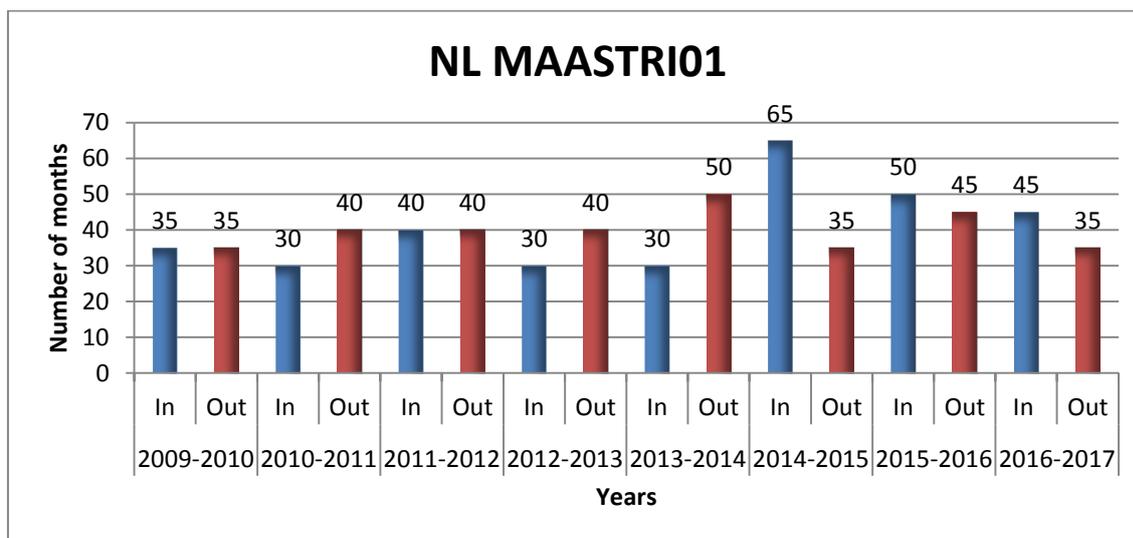
2	ERP-systems	2
2	Cross-cultural management	3
2	Business game: T-Challenge and Life case: Business scan	4
2	English	2
2	Spanish	3
2	German	3
2	French	3
2	Dutch for foreigners	3
2	Chinese (1/2 year prior knowledge)	3
2	Coaching	1
<b>Package IB-E: Business Abroad (Minor)</b>		
2	Marketing	6
2	Finance	2
2	Law	3
2	Practice and skills: Import and Export plan	4
2	Marketing	5
2	Finance	2
2	Law	2
2	Intercultural Communication	3
2	Practice and Skills: Import and Export Plan	4
<b>Package IB: Specialization programmes</b>		
1	Innovative business skills	3
1	Business strategy & innovation	3
1	Treasury and risk management I Financial Management I	3
1	Financial markets and institutions I	3
1	Management Control I	3
1	Business case – International Finance I	3
1	Treasury and risk management II Financial Management II	3
1	Financial markets and institutions II	3
1	Management Control II	3
1	Business case – International Finance II	3
1	Innovative business skills	3
1	Business strategy & innovation	3
1	Treasury & Finance	3
1	Supply Chain Management I	3
1	Procurement	3
1	Business case Supply Chain Management I	3
1	Supply Chain Management II	3
1	ERP	3
1	Business game Fresh Connection	3
1	Business case Supply Chain Management II	3
1	Innovative business skills	3
1	Business strategy & innovation	3
1	Treasury & Finance	3
1	Strategic marketing & management	3
1	International business environment: Europe	3
1	Business case Strategic Management I	3
1	Change management & organizational behavior	3
1	Innovation, entrepreneurship & CSR	3
1	French	3
1	German	3
1	Spanish	3
1	Strategic Marketing: Strategy to tactics: online marketing	3
1	Business case Strategic Management II	3
1	Innovative business skills	3
1	Business strategy & innovation	3
1	Treasury & finance	3

1	Strategic marketing & management	3
1	International business environment: Europe	3
1	Business case Strategic: Marketing I	3
1	Strategy to tactics: online marketing	3
1	Marketing performance measurement	3
1	French	3
1	German	3
1	Spanish	3
1	Strategic Management Innovation entrepreneurship & CSR	3
1	Business case Strategic Marketing II	3

- a) University code: **NL MAASTRIO1**
- b) Study field: **Business and Economics**
- c) Number of spots: **5 (10)**
- d) QS World University rankings: **173**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

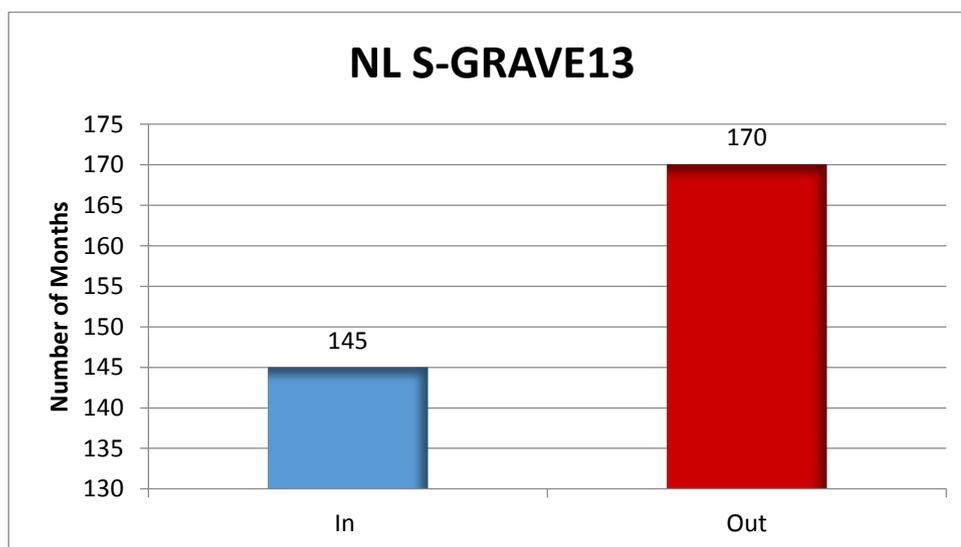
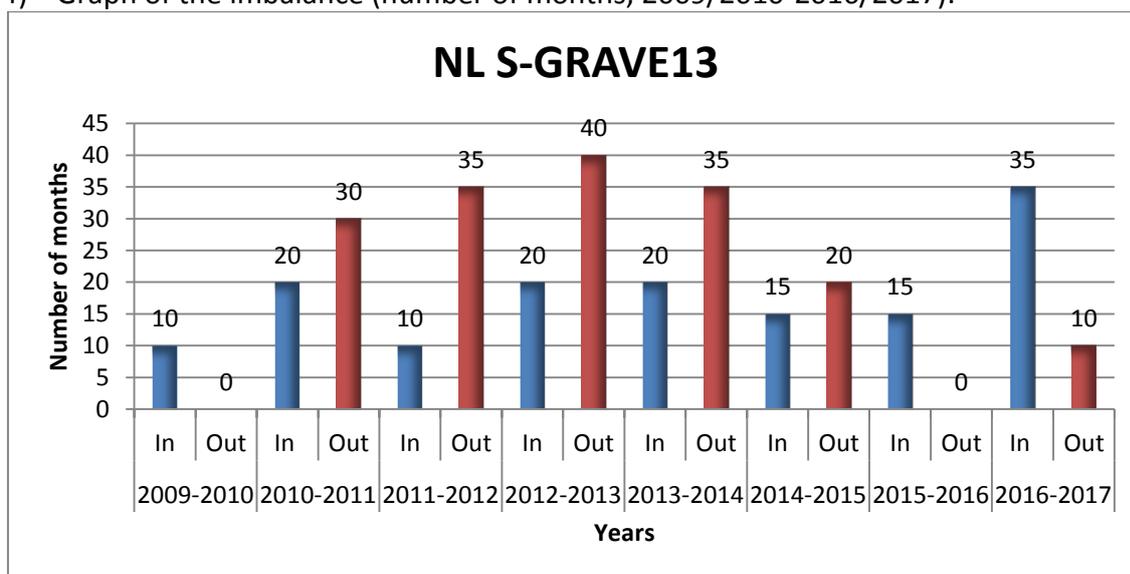


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **NL S-GRAVE13**
- b) Study field: **Business**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	MANDATORY	B1/B2

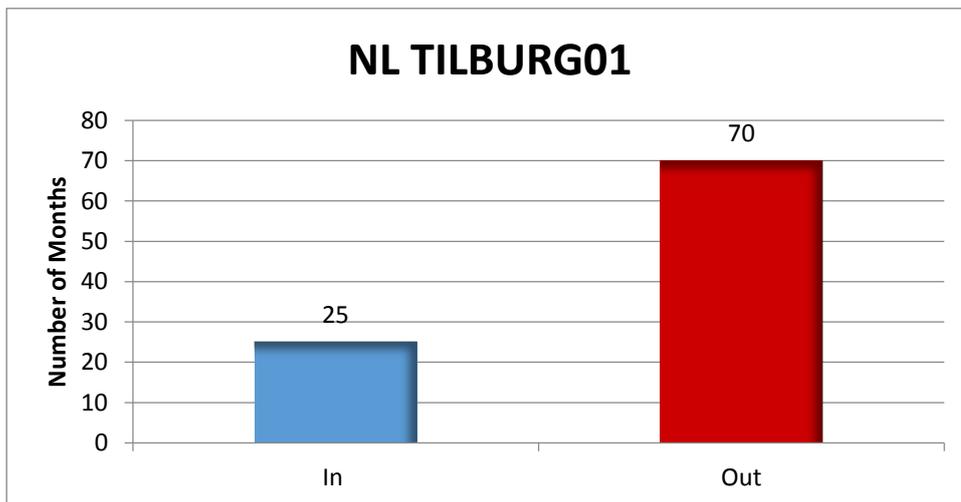
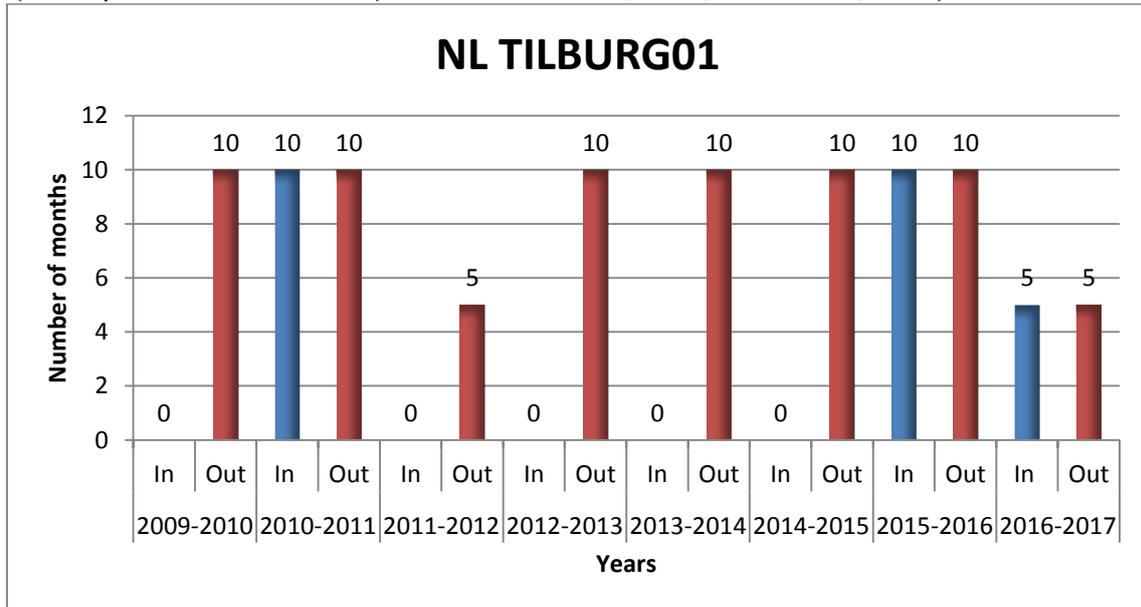
j) List of courses in English: **Bachelor Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1-2	Introduction to Dutch Culture & Society	2
1	The Business Dimension of Europe	3
2	Foundations of Marketing	5
2	Management of Organisations in Europe	2
1	Strategic Planning in the Private and Public Sectors	2
1-2	Introduction to Export Management	6
1-2	Marketing Planning & Strategic Management	5
1-2	Strategic Export Marketing Plan (to be taken together with Financial Accounting)	4(Sem 1)/ 3(Sem2)
1-2	Multicultural Consumer Behaviour	5
1-2	International Marketing	3
1	Consultancy Skills	5
2	Corporate Governance	5
1-2	Financial Accounting	5
1-2	Cost Accounting	5
1-2	Strategic Management (incl. Simulation Game) (to be taken together with Financial Accounting)	5
1	European Business & Economic Competitiveness	4

- a) University code: **NL TILBURG01**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **330<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Recommended	B2	No certificate required

j) List of courses in English: **Bachelor Level**

Term	Title	ECTS
1	Advanced Linear Algebra	6
1	Auditing & Accounting Information Systems	6
1	Combinatorial Optimization	6
1	Computational Aspects in Econometrics	6
1	Computer Programming for EOR	6
1	Creative Entrepreneurship	6
1	Decisions and Risk Analysis	6
1	Digital and Social Media Strategies	6
1	Econometrics for EBE	6
1	Econometrics for ECO	6
1	Economics of the European Union	6
1	Entrepreneurship Theory & Practice	6
1	Finance 2 for IBA	6
1	Financial History and Intermediation	6
1	Financial Management	6
1	Games and Economic Behavior	6
1	History of Economic Thought	6
1	Industrial Organization (External Organization)	6
1	Information Management for IBA	6
1	Information Systems Strategy	6
1	Innovation and Development	6
1	Intermediate Financial Accounting	6
1	Intermediate Management Accounting	6
1	International Comparative Management	6
1	International Trade for EBE: Trade Theory and Policy	6
1	International Trade for ECO	6
1	Introduction Mathematical Economics	6
1	Introduction to Corporate Entrepreneurship	6
1	Macroeconomics 3 for EBE: Dynamic Models and Policy	6
1	Macroeconomics 3 for ECO: Dynamic Models and Policy	6
1	Marketing @ Work	6
1	Marketing Analytics for Big Data	6
1	Microeconomics 4 for EBE: Information Economics	6
1	Microeconomics 4 for ECO: Information Economics	6
1	Operations Management for IBA	6
1	Philosophy of Science and Statistics	6
1	Philosophy of Science for IBA	6
1	Philosophy, Science and Free Markets for ECO	6
1	Quantitative Finance	6
1	Risk Management	6
1	Risk Theory	6
1	Services Marketing	6
1	Statistics for Econometrics	6
1	Statistics 2 for IBA	6
1	Stochastic Operations Research Models	6
1	Supply Chain Management	6
1	Value Chain Transformation	6
1	Advanced Accounting Information Systems	6
1	Advanced Auditing	6
1	Advanced Corporate Finance (as of 2013-2014)	6
1	Advanced Resource Planning	6
1	Business Analytics and Emerging Trends	6
1	Business Process Integration	6
1	Business-Level Strategy	6
1	Corporate Entrepreneurship	6

1	Corporate Governance and Restructuring	6
1	Corporate Responsibility A	6
1	Corporate Valuation	6
1	Corporate-Level Strategy	6
1	Decision Making with Business Analytics	6
1	Derivative Securities and Risk Management	6
1	Distribution Management (Fall)	6
1	Empirical Finance	6
1	Empirical Methods in Finance	6
1	Enterprise Governance and Digital Transformation	6
1	Financial Statement Analysis	6
1	Global Banking	6
1	Incentives and Contracts	6
1	International Marketing	6
1	International Strategy	6
1	Investment Analysis	6
1	Life Cycle Investment and Pension Systems	6
1	Management Control Systems	6
1	Managing and Motivating for Value	6
1	Marketing Channel Management	6
1	Microeconometrics	6
1	Optimization	6
1	Panel Data Analysis of Microeconomic Decisions	6
1	Production Management (MSc)	6
1	Purchasing Management	6
1	Seminar Economics and Psychology of Social Norms and Strategic Behavior	6
1	Seminar Financial Markets and Institutions	6
1	Seminar Generational Economics	6
1	Seminar Growth and Regional Development	6
1	Seminar Innovation and Networks	6
1	Seminar Taxation	6
1	Service Oriented Architecture	6
1	Simulation	6
1	Strategic Sourcing	6
1	The Economics and Finance of Pensions	6
1	Valuation and Risk Management	6
2	Accounting 2 for IBA	6
2	Auctions, Bargaining and Networks	6
2	Business Law for IBA	6
2	Business Research for IBA	6
2	Competition Policy and Regulation	6
2	Decision Making in Marketing for IBA	6
2	Development Economics for ECO	6
2	Differentiation and Integration Theory	6
2	Econometrics	6
2	Economics and Strategy 2 for EBE	6
2	Environmental Economics	6
2	Experimental and Behavioral Economics	6
2	Financial Economics for EBE	6
2	Innovation and Technology Management for IBA	6
2	Introduction Asset Pricing	6
2	Inventory and Production Management	6
2	Labor Economics	6
2	Life Insurance	6
2	Macroeconomics 4 for ECO: Growth and Institutions	6
2	Mathematics 2 for IBA	6
2	Microeconomics 3 for EBE: Industrial Economics	6

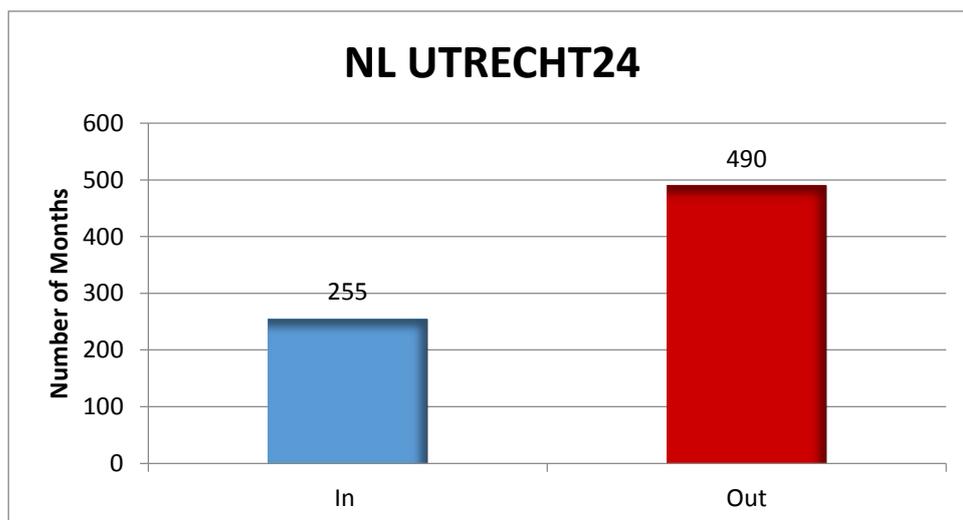
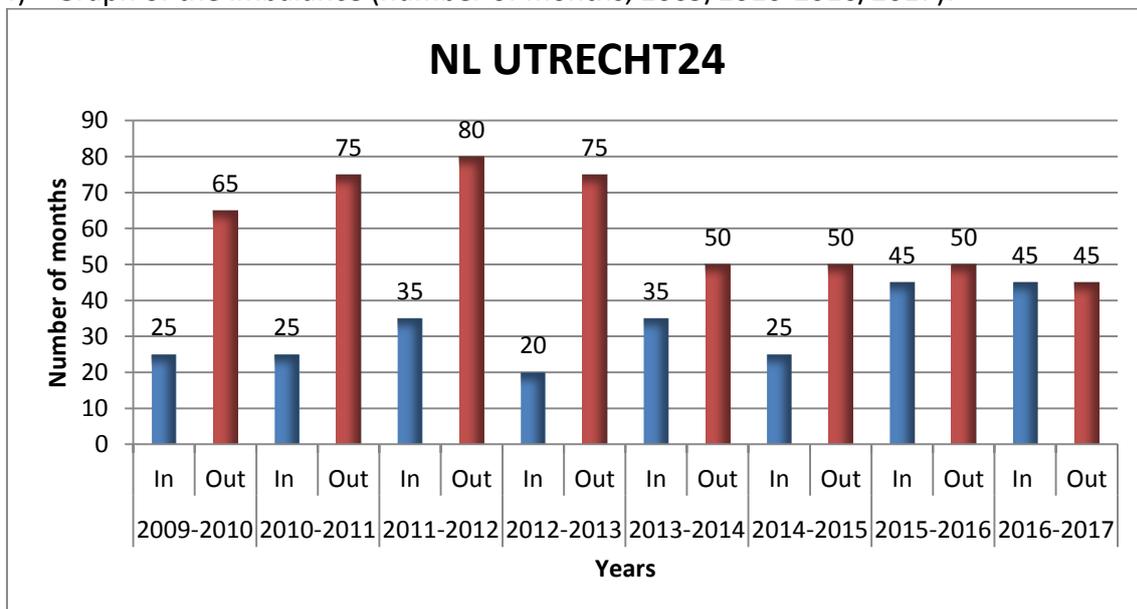
2	Microeconomics 3 for ECO: Industrial Economics	6
2	Operations Research Methods	6
2	Philosophy of Economics and Economic Ethics for ECO	6
2	Public Sector Economics for ECO	6
2	Strategic Management for IBA	6
2	The Economics of Banking and Finance	6
2	The Morality of Commercial Life	6
2	Advanced Financial Accounting	6
2	Applied Corporate Finance	6
2	Asset Liability Management (MSc)	6
2	Business Intelligence and Data Management	6
2	Collaboration Game and Advanced Topics	6
2	Corporate Financial Reporting	6
2	Corporate Responsibility B	6
2	Cross Cultural Skills	6
2	Data Science Methods	6
2	Distribution Management (Spring)	6
2	Dynamic Real Investment	6
2	Enterprise Architecture as a Business Strategy	6
2	Entrepreneurial Finance	6
2	Financial Accounting Theory	6
2	Financial Analysis and Investor Behavior	6
2	Fixed Income Analysis	6
2	Games and Cooperative Behavior	6
2	International Finance	6
2	International Management	6
2	Issues in Finance and Insurance	6
2	Knowledge Management and Societal Innovation	6
2	Marketing Communication	6
2	Project Management: People and Technology	6
2	Seminar Competition Policy	6
2	Seminar Economics and Psychology of Risk and Time	6
2	Seminar Environmental and Resource Economics	6
2	Seminar Financial Economics	6
2	Seminar Health Economics	6
2	Seminar Labor Economics	6
2	Smart Business Networks	6
2	Strategic Consultancy	6
2	Strategic Marketing Management	6
2	Strategy Analytics	6
2	Strategy Implementation	6
2	Supply Chain Analytics	6
2	Supply Chain Management Science	6
2	Supply Chain Modeling	6
2	Sustainable Entrepreneurship	6
2	Time Series and their Applications	6
1	Attitudes and Advertising	6
1	Coaching and Development	6
1	Experimental Psychology	6
1	Introduction to Social Psychology: Work and Organizational Psychology	6
1	Innovation, Organization and Entrepreneurship	6
1	International Organizations	6
1	Introduction to Organization Studies	6
1	Introduction to Psychology and History of Psychology	6
1	Introduction to Research Methodology	6
1	Introduction to Sociology Fall	6
1	Managing Social Capital	6

1	Qualitative Research Methods for International Students	6
1	Research in Organizations	12
1	Social Consequences of the Internet: Cohesion, Inequality and Well-being	6
1	Strategic Human Resource Management	6
1	Topics in Causal Analysis	6
1	Wicked Problems 101 (incl. ACVA)	7
1	Advanced Consumer Science	6
1	Complexity within Organizations	6
1	Medical Psychology-1: Theory and Research	3
1	Occupational Health Psychology	6
1	Organizing Strategy and Entrepreneurship	6
1	Personnel Psychology	6
1	ReMa-IDA: Biological and Physiological Correlates of Individual Differences	6
1	ReMa-IDA: Theoretical Models of Individual Differences	6
1	Social Policy and Social Risks	6
1	Societal Developments and Institutions	6
1	The Psychology of Economics	6
2	Causal Analysis Techniques for International Students	6
2	Consumer Behavior (TSB)	6
2	Contemporary Sociological Theories	6
2	Introduction to Human Resource Management	6
2	Introduction to Human Resource Studies	6
2	Neuropsychological Assessment	6
2	Organization Theory	6
2	Organizational Psychology	6
2	Research Methodology for International Students	5
2	Topics in psychological and sociological Measurement	6
2	Values in Europe	6
2	Compensation and Benefits	3
2	HR Analytics	3
2	International Human Resource Management: 3 ECTS	3
2	Interorganizational Relationships	6
2	Leadership and Organization	6
2	Learning and Development	6
2	Money and Financial Behavior	6
2	Organizational Dynamics	6
2	Performance Management	6
2	Psychology and Marketing	6
2	ReMa-IDA: Dynamics of Individual Differences	6
2	ReMa-IDA: Psychometrics: Measurement of Individual Differences	6
2	Social Capital: Networks, Resources and Attitudes	6
2	Work Group Psychology	6

- a) University code: **NL UTRECHT24**
- b) Study field: **Business**
- c) Number of spots: **5 (10)**
- d) QS World University rankings: **104**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

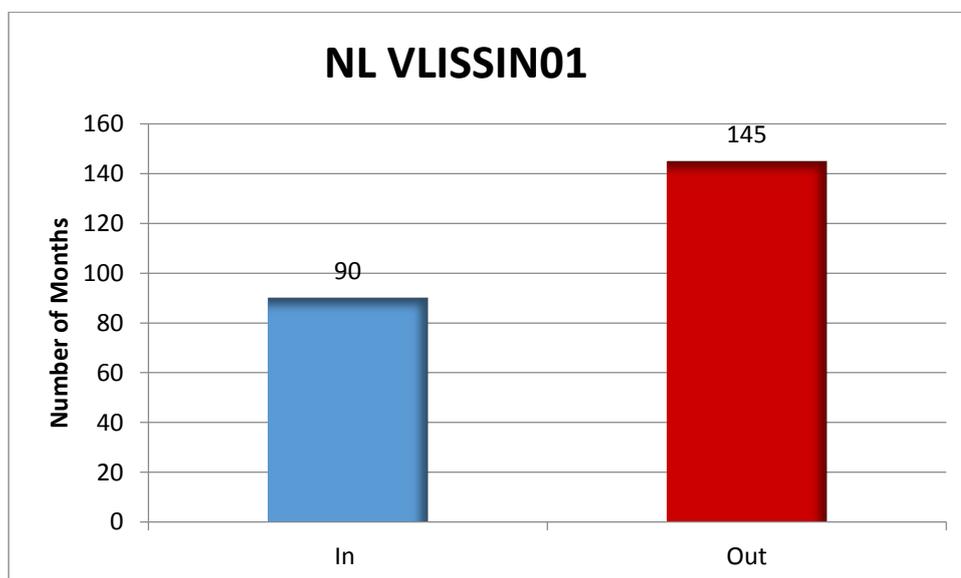
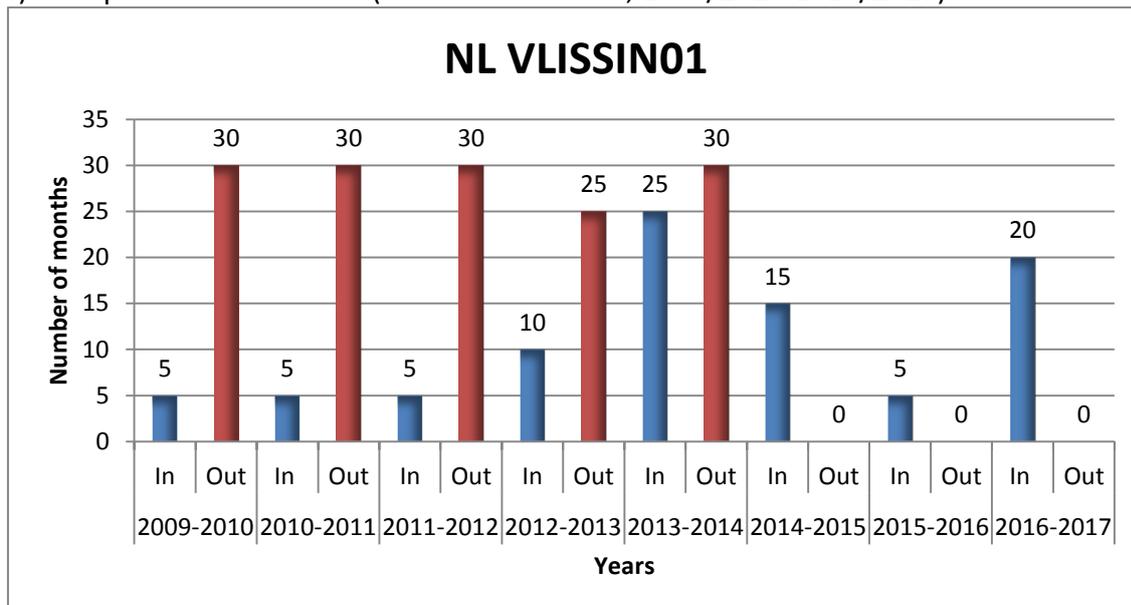


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **NL VLISSIN01**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Recommended	B2	Home University

j) List of courses in English: **Bachelor Level**

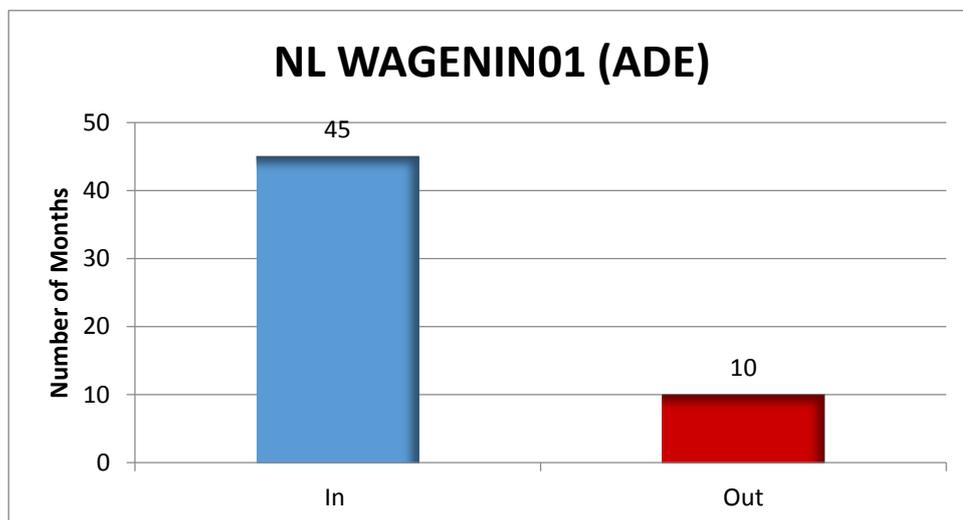
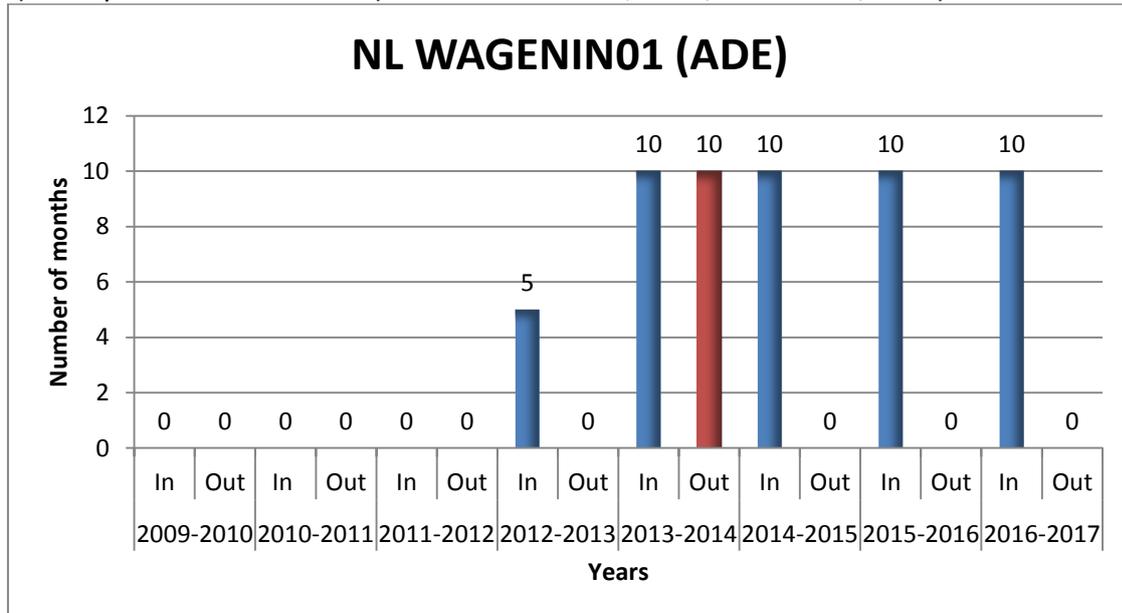
Term	Title	ECTS
1	21th Century Sales Skills: International Sales & Sales Management	7.5
1	21th Century Sales Skills: Online Marketing	7.5
1	21th Century Decision Making Skills: Big Data	7.5
1	21th Century Decision Making Skills: Model Thinking	7.5
2	E Business	7.5
2	International Economics Relations	7.5
2	International Business & Trade	7.5
2	Sustainable Development	7.5
2	Dutch for beginners 1	7.5
2	English & Crisis Management	5
1-2	Peerproject	1.25
1	Marketing in Tourism 1	2.5
1	Marketing in Tourism 2	2.5
1	Project Vision & Policy	2.5
1	Leisure	2.5
1	Tourism	2.5
1	Training Hospitality	2.5
1	Rest & Enjoy	5
1	Study skills	2.5
1	English 1	2.5
1	Information Literacy	2.5
1	Dutch	2.5
1	French	2.5
1	German	2.5
1	Spanish	2.5
2	Business Plan 1	2.5
2	Business Plan 2	2.5
2	Project Successful Business in Tourism	2.5
2	HRM in VM&T	2.5
2	Workshops HRM for V&TM	2.5
2	Project Innovative Leadership	2.5
2	Determined Energetic	5
2	Orientation on profession Study Trip	2.5
2	English 2	2.5
2	Qualitative Research	2.5
2	Dutch	2.5
2	Germany	2.5
2	French	2.5
2	Spanish	2.5
1	Student Company One	5
1	E-Business for V&TM	2.5
1	Imagineering	2.5
1	Financial management in Tourism and Recreation	2.5
1	Project Imagineering	2.5
1	Giving meaning to	5
1	Orientation on profession and programme	2.5
1	Basic Statistics	2.5
1	English 3	2.5
1	Dutch	2.5
1	French	2.5
1	German	2.5
1	Spanish	2.5
2	Student Company Two	5
2	Corporate Social Responsibility	2.5

2	Communication and Crisis Communication: Foundations	2.5
2	Communication during crisis in practice	2.5
2	Project Crisis Communication	2.5
2	Health / Medical	5
2	Orientation on profession and programme & Study Trip	2.5
2	English 4	2.5
2	Dutch	2.5
2	French	2.5
2	German	2.5
2	Spanish	2.5
2	Management Simulation Tour operating	7.5
2	Research assignment	7.5
2	Research Methods	2.5
2	Intercultural Communication	2.5
2	Commercial Skills	2.5

- a) University code: **NL WAGENIN01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **119<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Requested	IELTS: Overall grade 6.5 (with a minimum sub-score of 6.0 for speaking) / TOEFL: 92 (with a minimum sub-score of 23 for speaking)	Home University

j) List of courses in English: **Bachelor- Level**

Term	Title	ECTS
1	Introduction to Management and Consumer Studies	6
1	Mathematics M (Mathematics for Social Science)	6
1	Management and Marketing	6
1	Sociology of Business, Consumption and Economics	6
1-2	Research Methods in the Social Sciences	6
2	Legal Regulation and Management of Production Chains	6
2	Introduction to Business Economics	6
2	Analysis of a Problem Situation	6
1-2	Statistics 1	3
1-2	Statistics 2	3
1	Decision Science 1	6
1	Principles of Consumer Studies	6
1	Microeconomics and Behaviour	6
1	Quantitative and Qualitative Research Techniques in the social Sciences	6
2	Research Topics on Food and Society, a Gamma-Beta Approach	6
2	Applied Information Technology	6
1-2	Basics in Food Technology	6
2	Business and Consumer Perspectives on Food Quality	6
1	Advanced Management and Marketing	6
1-2	Supply Chain Management	6
2	Strategic Change Management and Innovation	6
1	Accounting	6
1	Economics of Agribusiness	6
1	Financial Management in Agriculture	6
1	Corporate Financial Management	
2	Consumer Decision Making	6
2	Decision Science 2	6
2	European Exchange programme Management, Consumer Studies and Economics	3
1	Lifestyles and Consumption	6
2	Consumer Behaviour: Concepts and research Methods	
2	Economics of Consumption, Welfare and Society	6
2	Consumer Decision Making	6
1	Applied Consumer Studies	6
1	Communication & Persuasion	6
1	Economics of Agribusiness	6
1-2	Environmental Economics and Environmental Policy	6
2	European Exchange programme Management, Consumer Studies and Economics	3
1	Gender and Consumer Culture	6

k) List of courses in English: **Master – Level**

Term	Title	ECTS
1-2	Seminar Social Sciences	3
1-2	Academic Consultancy Training	9
1-2	Modular Skills Training	3
1-2	Research Master Cluster: Proposal Writing	12
1	Philosophy and Ethics of Management, Economics and Consumer Behaviour	6
1	Interdisciplinary Themes in Food and Sustainability	6
1	Technology, Innovation and Strategy	6
2	Advanced Supply chain Management	6
1	Accounting	6
1	Facility Management Innovation	6
1	Decision Science 1	6
1	Research Design & Research Methods	6
1	Principles of Consumer Studies	6

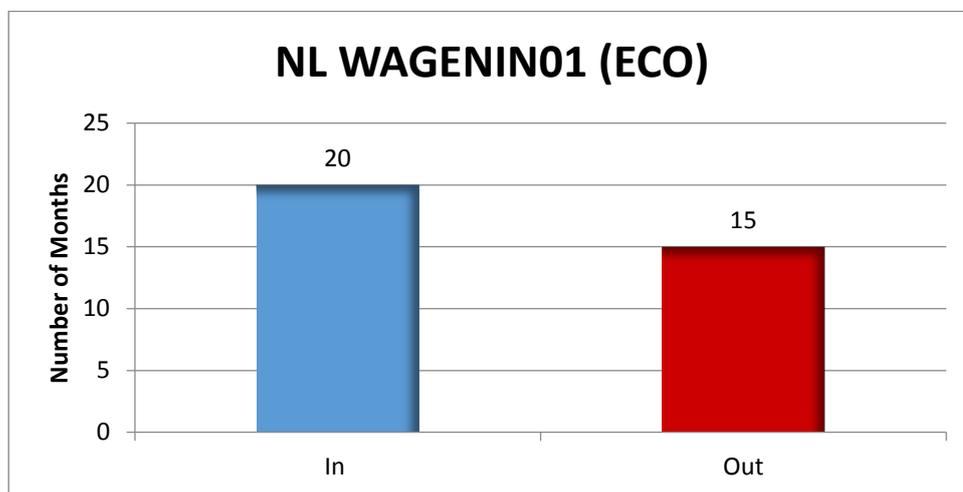
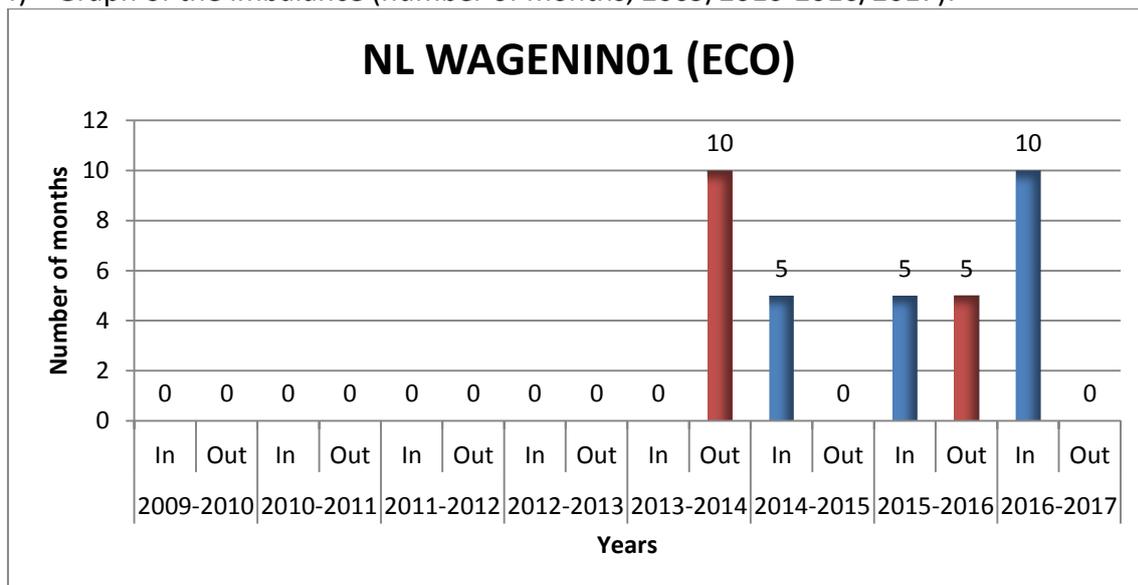
1	Financial Management in Agriculture	6
1	Corporate Financial Management	6
1	Advanced Management and Marketing	6
1-2	Quantitative Research Methodology and Statistics	6
2	Consumer Behaviour: Concepts and Research Methods	6
2	Supply Chain Management	6
2	Sensory Perception and Consumer Preference	6
2	Decision Science 2	6
2	Advanced Agricultural Business Economics	6
2	Operations Research and Logistics	6
2	Creating Frameworks for Marketing and Consumer Behaviour	6
2	Advanced Business Strategy/Case Studies Management	6



- a) University code: **NL WAGENIN01**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **119<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Requested	IELTS: Overall grade 6.5 (with a minimum sub-score of 6.0 for speaking) / TOEFL: 92 (with a minimum sub-score of 23 for speaking)	Home University

j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Economics and Governance in Historical Perspective	6
1	Mathematics M (Mathematics for Social Sciences)	6
1	Microeconomics and Behaviour	6
1	Sociology of Business, Consumption and Economics	6
1	Research Methods in the Social Sciences	6
2	Macroeconomics and International Trade	6
2	Public Administration and Policy Making	6
2	Environmental Economics and Environmental Policy	6
2	Analysis of a Problem Situation	6
2	Macroeconomics & Policy	6
1	Institutional Economics and Economic Organisation Theory	6
1	Theorists of Economic Growth	3
1	Basic Statistics	3
1	Microeconomics	6
1	Advanced Statistics	6
1	Governance and Policy Change	6
2	Public Sector Economics	6
2	Economic Analysis of Coordination	6
1	Econometrics	6
2	Governance for Forest, Nature and Biodiversity	6
1	International Policies and Institutions	6
2	Agriculture, Food and Policy	6
2	Spatial and Regional Economics	6
2	Environmental Economics in Practice	6
2	International Environmental Policy	6
2	Designing Innovative Governance Arrangements	6
1	International Trade and Development Policy	6
2	European Exchange programme Management, Consumer Studies and Economics	3

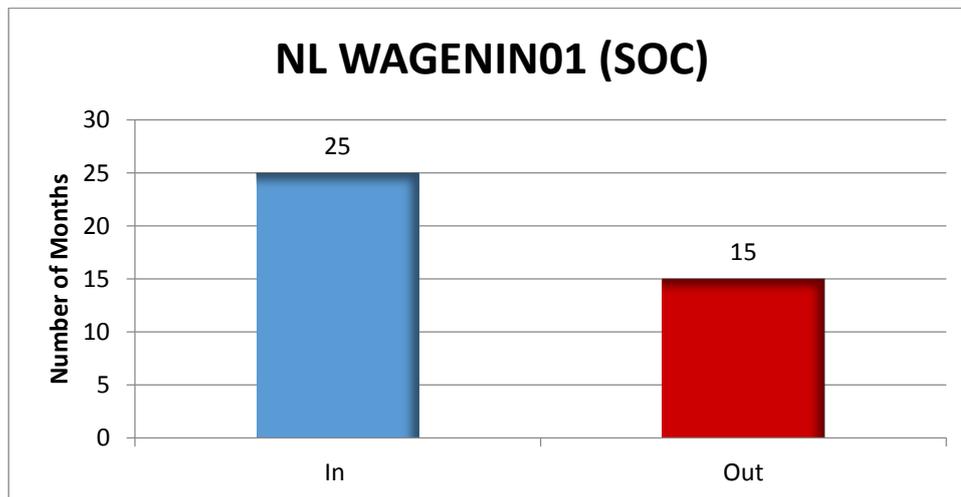
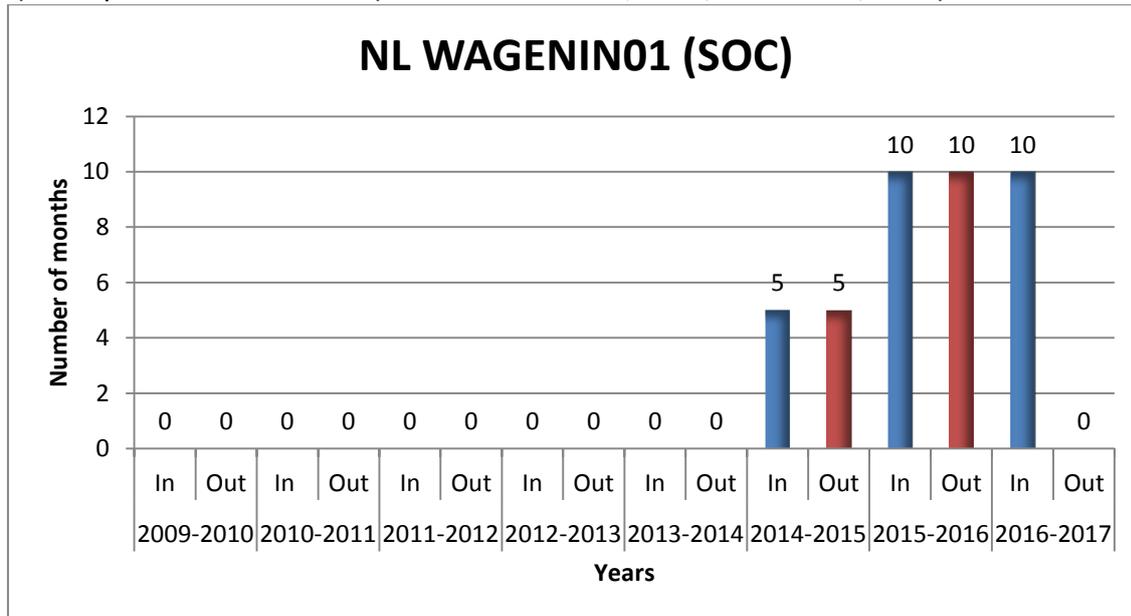
k) List of courses in English: **Master – Level**

Term	Title	ECTS
1-2	Seminar Social Sciences	3
1-2	Academic Consultancy Training	9
1-2	Modular Skills Training	3
1	Philosophy and Ethics of Management, Economics and Consumer Behaviour	6
1	Advanced Econometrics	6
1	Interdisciplinary Themes in Food and Sustainability	6
2	Theories and Models in Economics	6
1	International Trade and Development Policy	6
1	Research Design & Research Methods	6
1-2	Institutional Economics and Economic Organisation Theory	6
1	Econometrics	6
2	Macroeconomics and International Trade	6
2	International Environmental Policy	6
2	Designing Innovative Governance Arrangements	6
2	Spatial and Regional Economics	6
2	The Economics and Politics of European Integration: Agricultural, Trade and Foreign Policy Analysis	6

- a) University code: **NL WAGENIN01**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **119<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR L
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

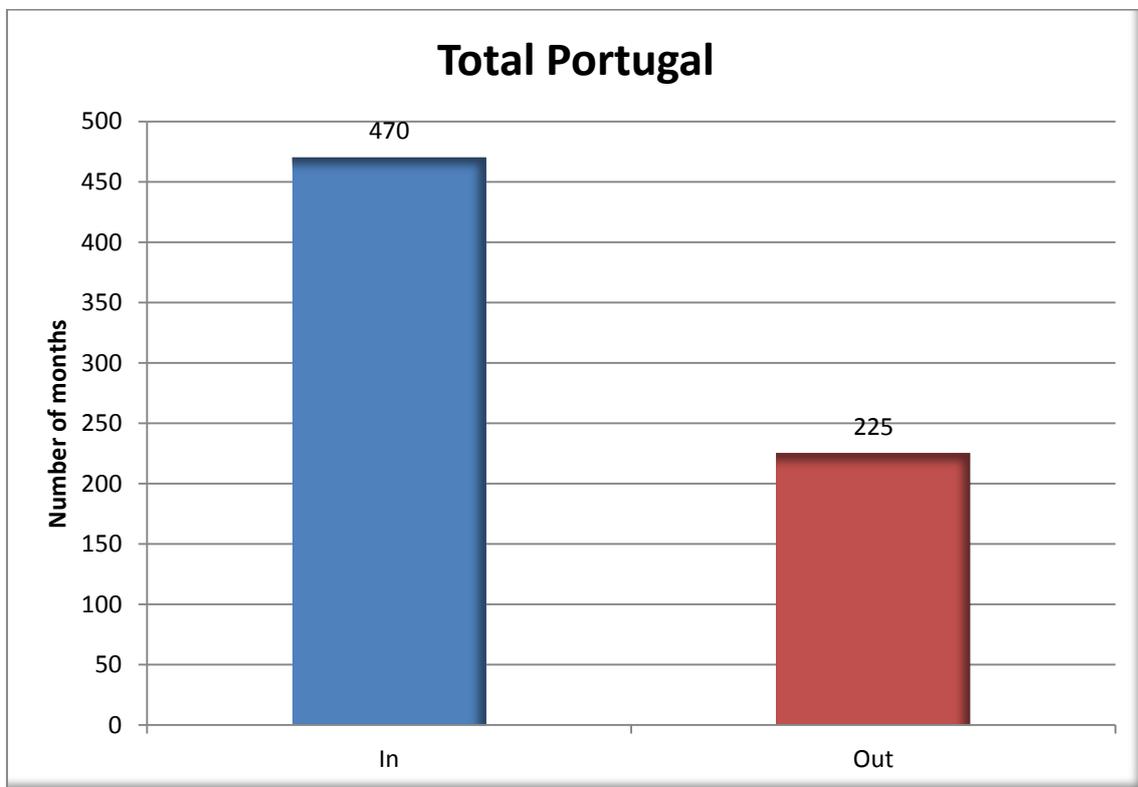
Language	Status	CEFR L	Certificates from the home university stating that the student has the level requested
English	Requested	IELTS: Overall grade 6.5 (with a minimum sub-score of 6.0 for speaking) / TOEFL: 92 (with a minimum sub-score of 23 for speaking)	Home University

j) List of courses in English: **Bachelor - Level**

Term	Title	ECTS
1	Sociology of Business, Consumption and Economics	6
1	Gender and Consumer Culture	6
1	Lifestyles and Consumption	6
2	Demography and Global Population Issues	6
2	Health Issues in Daily Life ; a Beta-Gamma Approach	6
2	Comparative Health Problems and Policies	6
2	Social Capital	6
1	Introduction to the Sociology of Knowledge and Development M	4
2	Natural Resource Governance in a Complex World	6
1	Law and Pubic Power	6
1	Sociological and Anthropological Perspectives on Development	6
2	Governance, Livelihoods and Resources	6
2	Property Rights, Natural Resources and Conflict	6
2	Anthropology and Development	6
1	Sociology in Development: Towards a Critical Perspective	6
2	Methodology for Field Research in the Social Sciences	6
1	Policy, Projects and Programs for Development	6
2	Studying Crisis: Conflict, Disaster and the Social	6
1	Humanitarian Aid and Reconstruction	6
2	Natural Hazards and Disasters	6
2	Politics of Development: State, Property and Resistance	6
1	Perspectives and Themes in International Development Studies	6
1	Fieldwork in conflict and post-conflict settings	6
1	Food Crises : the Big Picture	6
2	Disaster, Social Resilience and Recovery	6
1	Biosystems Engineering and Society	6
2	Policy, People and Resources in Comparative Perspective	6
2	Origin Food: a Market for Identity	6
1	Food Culture and Customs	6
2	The Sociology of Farming and Rural Life	6
2	Sociology of Food and Place	6
1	Food, Health and Society: An Integrated Socio-Political Perspective	6
2	Social Dimensions of Health and Bodily Care	6
2	Theorizing Development: Implications for Research	6
2	Social Regulation and Transformation of Sustainable Food Systems	6
2	A Global Sense of Place: Place-based Approaches of Development	6
1	Introduction to Sociology for Life Science Students	6
1	Sociology and anthropology of Place-Shaping	6
1	Sustainability Leadership: New Concepts and Practices	6



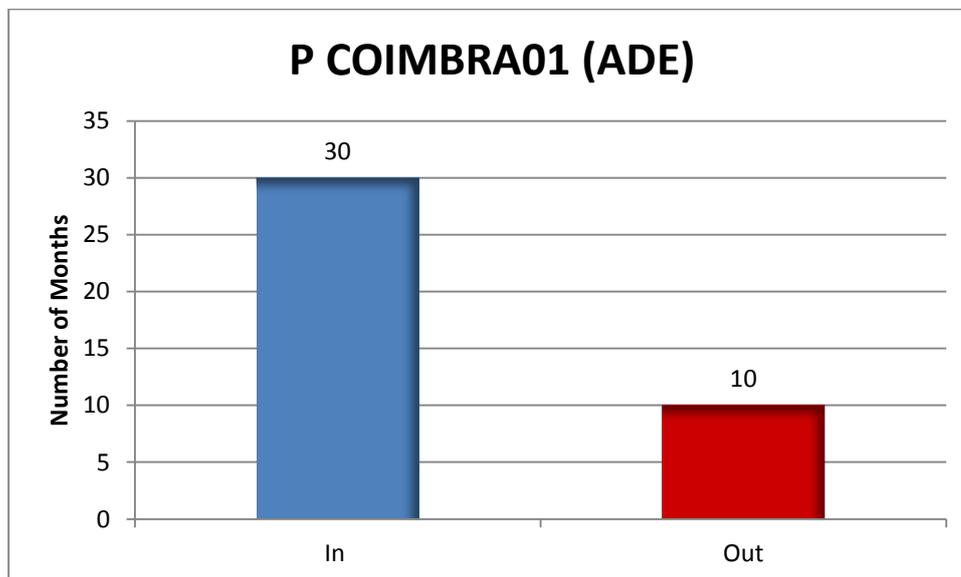
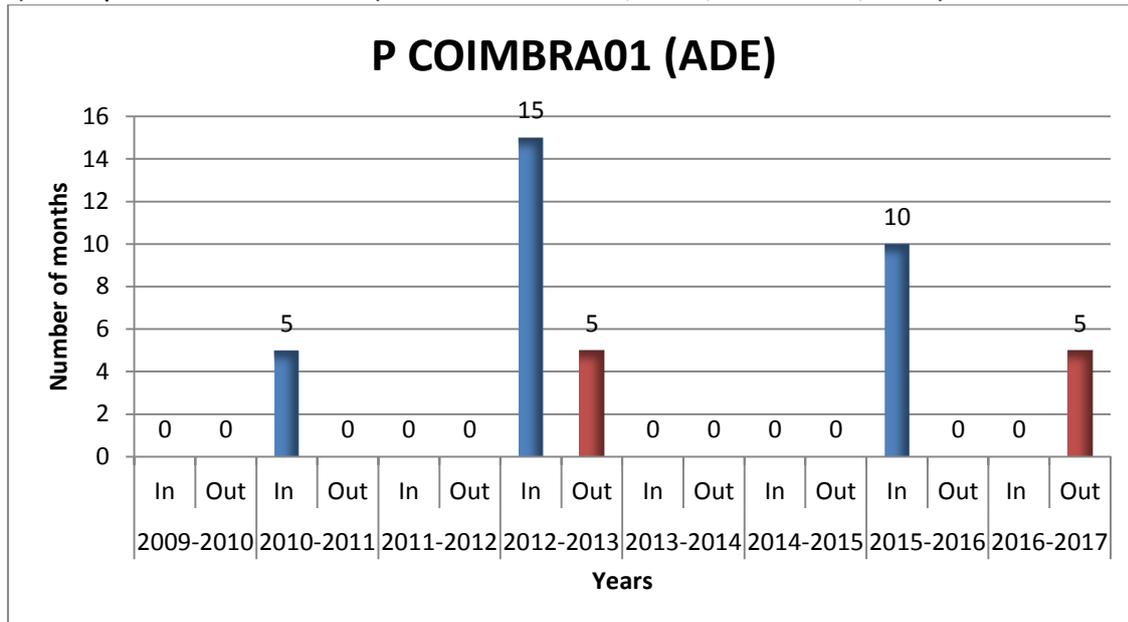
# Portugal (P)



- a) University code: **P COIMBRA01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **451<sup>st</sup> -460<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Poruguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

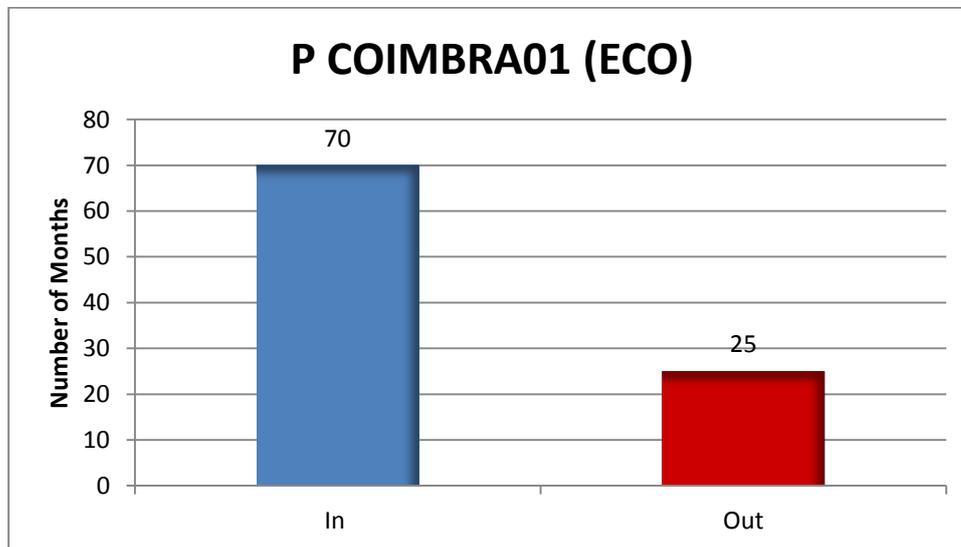
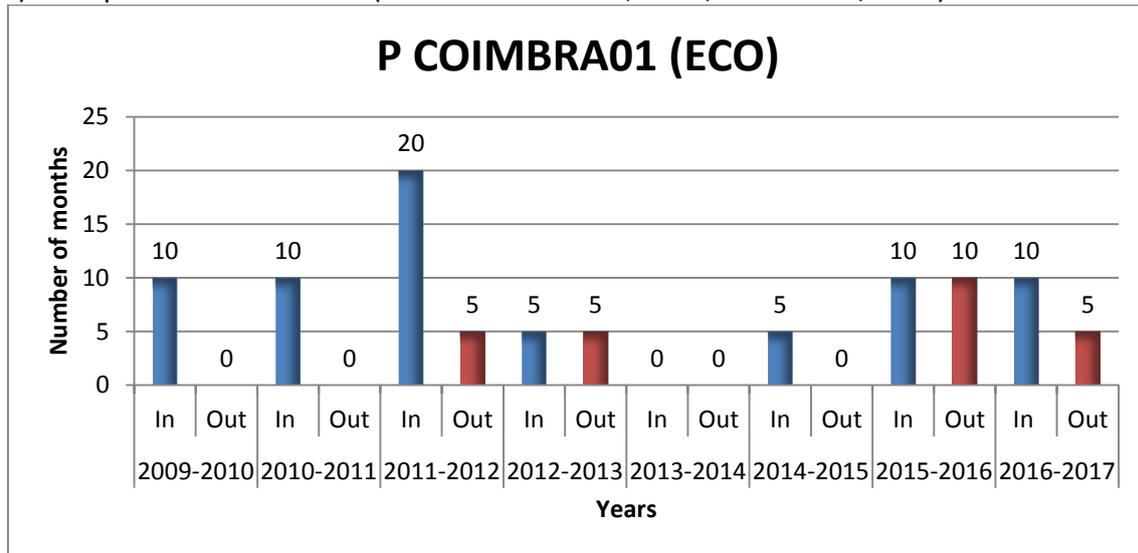


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **P COIMBRA01**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **451<sup>st</sup> -460<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

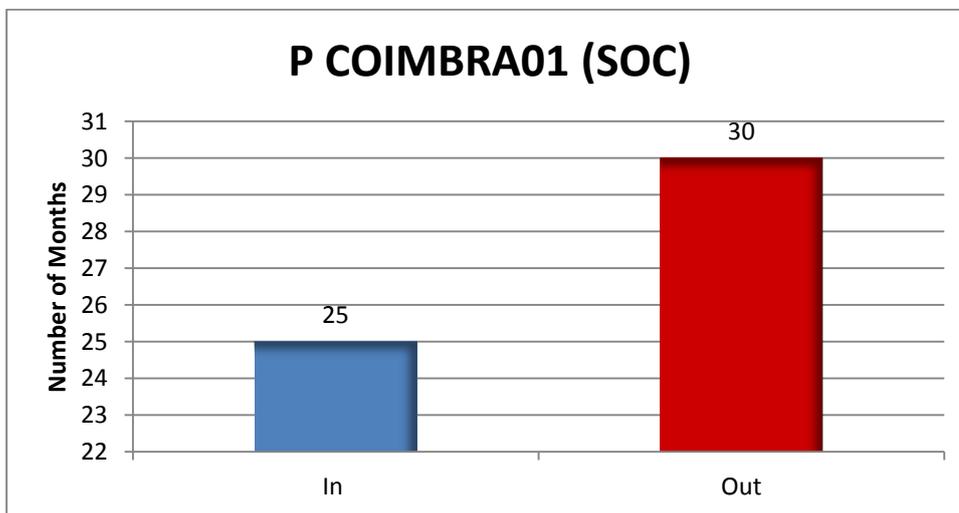
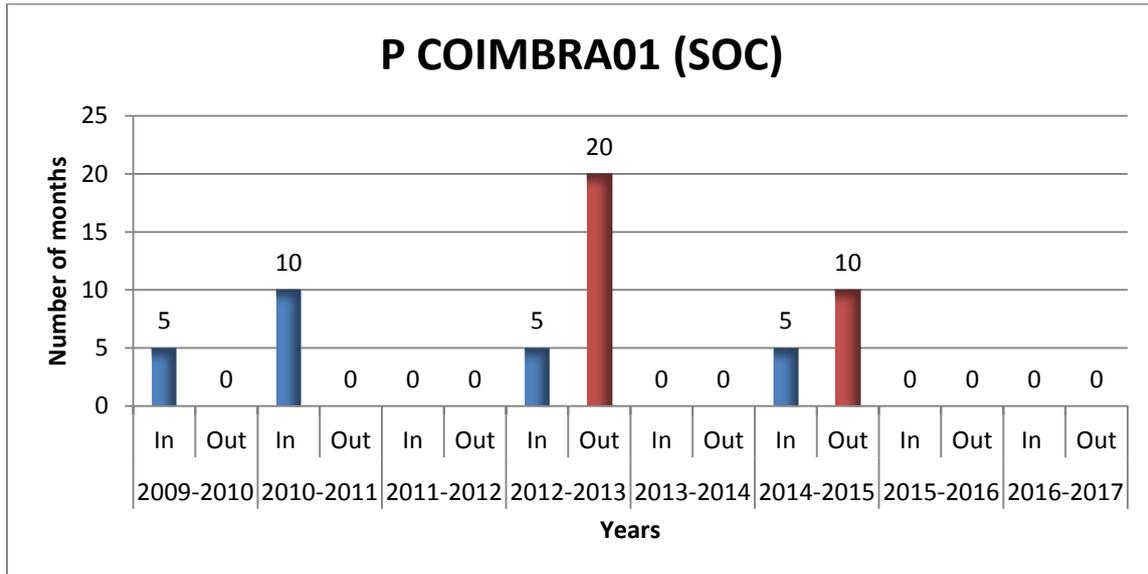


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **P COIMBRA01**
- b) Study field: **Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **451<sup>st</sup> -460<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

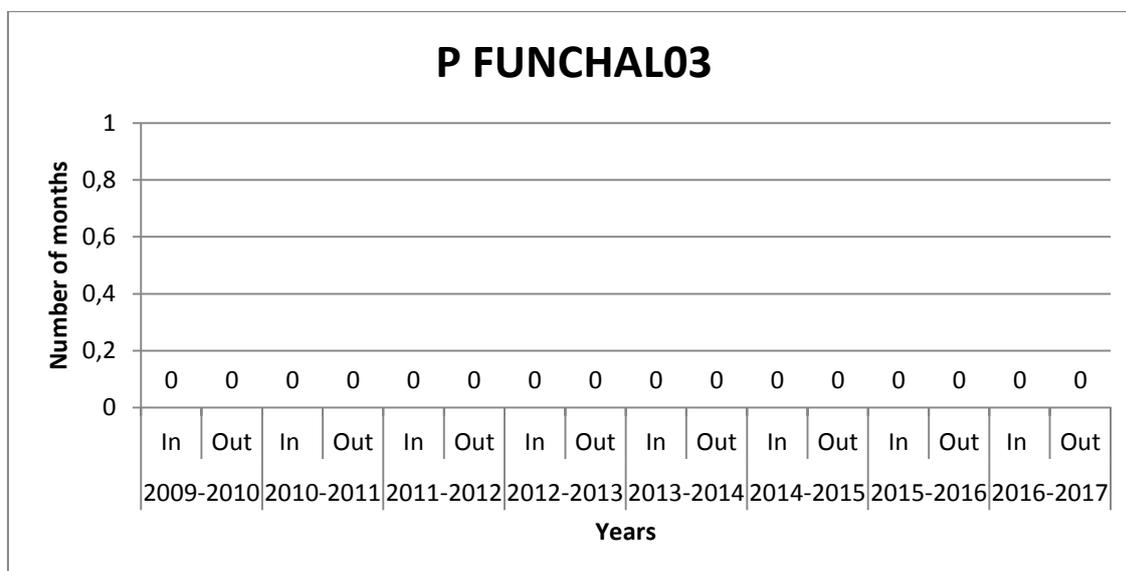


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **P FUNCHAL03**
- b) Study field: **Master in Cultural Management**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

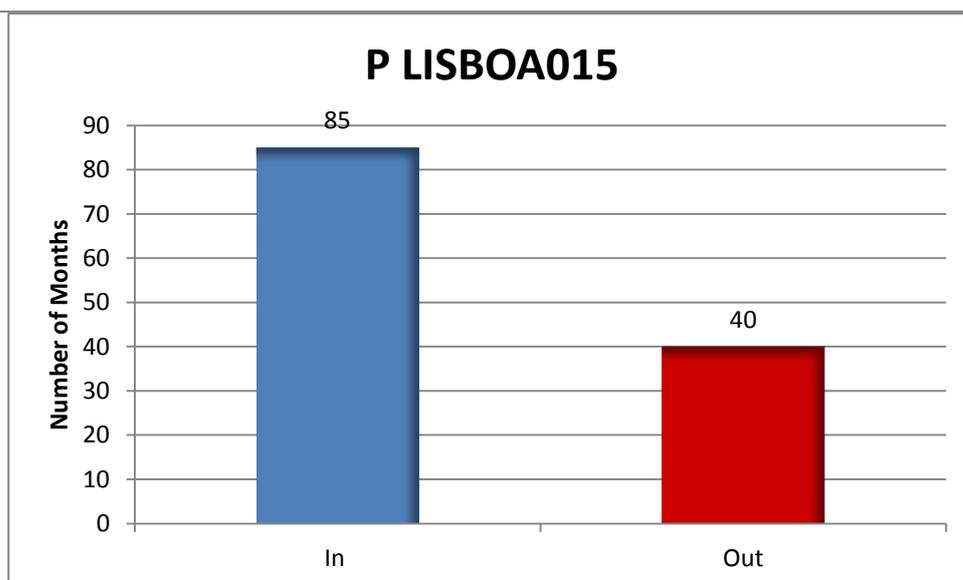
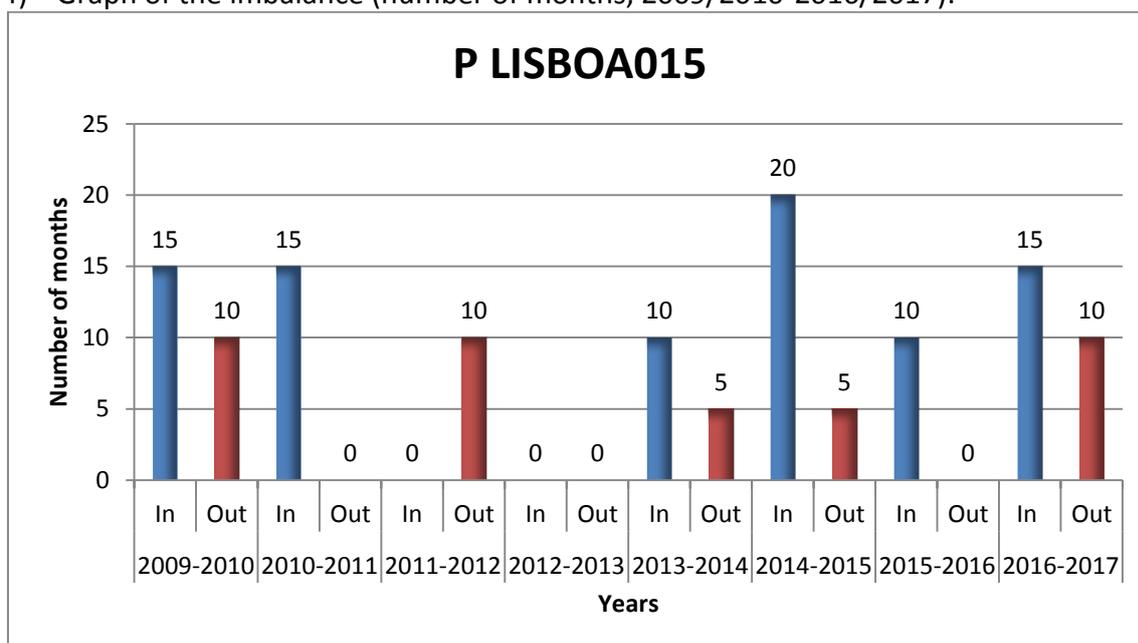


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **P LISBOA015**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **No** (but exams and works could be taken in English)
- i) Language requirements:

Language	Status	CEFRL
Portuguese	RECOMMENDED	B1

j) List of courses in Portuguese: **Bachelor – Level**

Term	Title	ECTS
1	Fundamentals of Management	5
1	General Accounting	6
1	Algebra & Linear Programming	6
1	Micro-economics	6
1	Technologies & Information Systems	4
1	Methodologies of Research	3
1	Financial Calculus	5
1	Statistical Inference	6
1	Marketing	5
1	Ethics, Corporate Social Responsibility and Citizenship	4
1	Analytical Accounting	6
1	Leadership & Negotiation	4
1	Company Law	5
1	Management Planning & Control	7
1	Operational & Production Management	7
1	Quality Control Management	5
1	Audit Management	6
2	Corporate Accounting & Consolidation of Accounts	6
2	Mathematical Analysis	7
2	Descriptive Statistics	6
2	Macro-economics	6
2	Social History & Economics	5
2	Strategic Management	7
2	Labour Law	5
2	Sociology	5
2	Human resources Management	6
2	Finance Management	7
2	Taxation	6
2	Investment Analysis	6
2	Financial Instruments & Markets	6
2	International Economy & Commerce	6

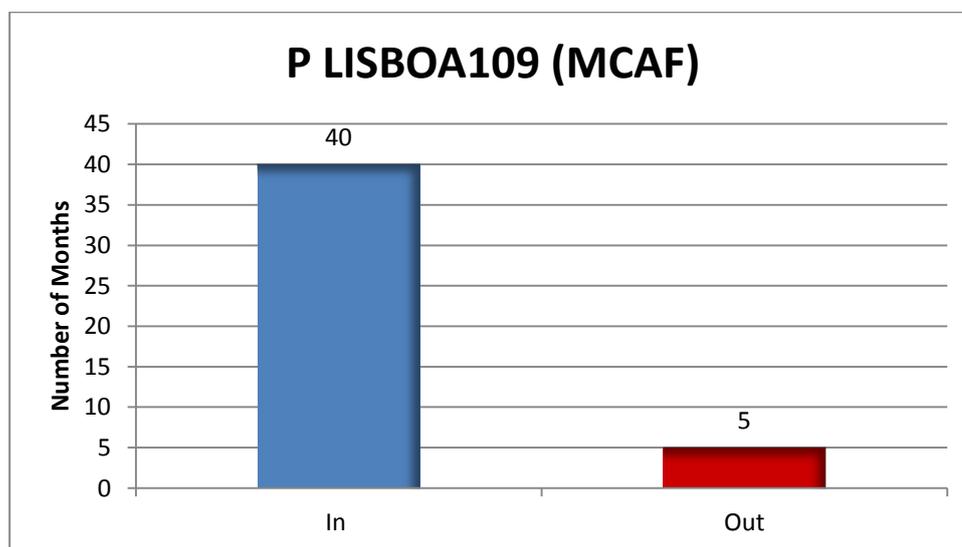
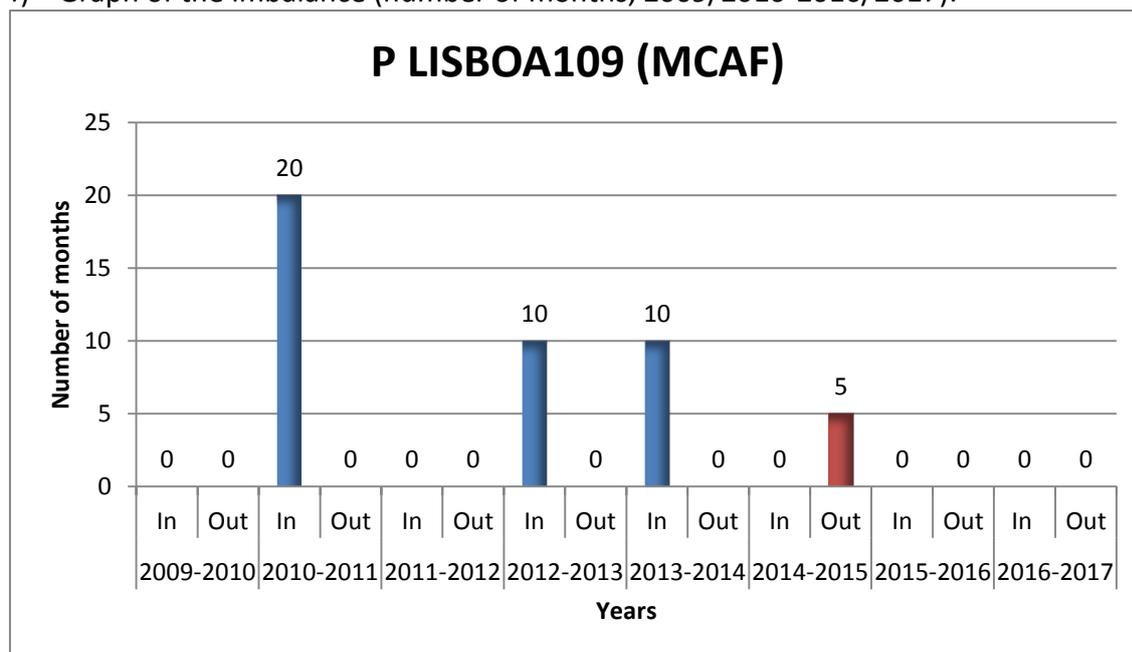
k) List of courses in Portuguese: **Master – Level**

Term	Title	ECTS
1	International Marketing	6
1	Portuguese Economy	6
1	Company Strategy	6
1	International Finance	6
1	Intercultural Management & Globalisation	3
1	Company Competitiveness	3
2	Data Analysis	3
2	Seminar on Research & Entrepreneurism	6
2	Investment Policies & Internationalization	6
2	Distribution & International Logistics	6
2	International Economic Organizations	3
2	Analysis of Investments Projects	6
2	Dissertation; Project or Internship	60

- a) University code: **P LISBOA109**
- b) Study field: **Actuarial Science**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **330<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2
Portuguese	Mandatory	B2

j) List of courses in English: **Bachelor – Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Economic and Business History	6
1	Economic and Business Information	6
1	Economics I	6
1	Mathematics I	6
1	Mathematics II	6
1	Principles of Management	6
1	Quantitative Finance	6
2	Accounting I	6
2	Economic and Business History	6
2	Economic and Business Information	6
2	Economics II	6
2	Foundations of Law	6
2	Mathematics I	6
2	Mathematics II	6
2	Quantitative Finance	6
1	Accounting II	6
1	Business Law	6
1	Corporate Finance	6
1	Information Technology	6
1	Macroeconomics I	6
1	Microeconomics I	6
1	Operational Marketing	6
1	Sociology	6
1	Statistics I	6
2	Corporate Finance I	6
2	Cost Accounting	6
2	Macroeconomics II	6
2	Management Information Systems	6
2	Microeconomics II	6
2	Monetary and Financial Economics	6
2	Public Economics and Finance	6
2	Statistics I	6
2	Statistics II	6
2	Strategic Marketing	6
1	Corporate Finance II	6
1	Econometrics	6
1	Economic and Financial Sociology	4
1	European Law	4
1	History of the European Union	4
1	English I	4
1	International Economics	6
1	Operational research	6
1	Political Sociology	4
1	Social Network Analysis	4
2	Sociology of Work	6
2	Economic History of Portugal	4
2	Economic Policy and Business Activity	6
2	English II	4
2	Household Economics and Finance	4
2	Human Behavior in Organizations	6
2	Human Resources Management	6
2	Industrial and Firm Economics	6
2	International Organizations	4
2	Production and Operations Management	6

2	Project Appraisal	6
2	Strategic Management	6

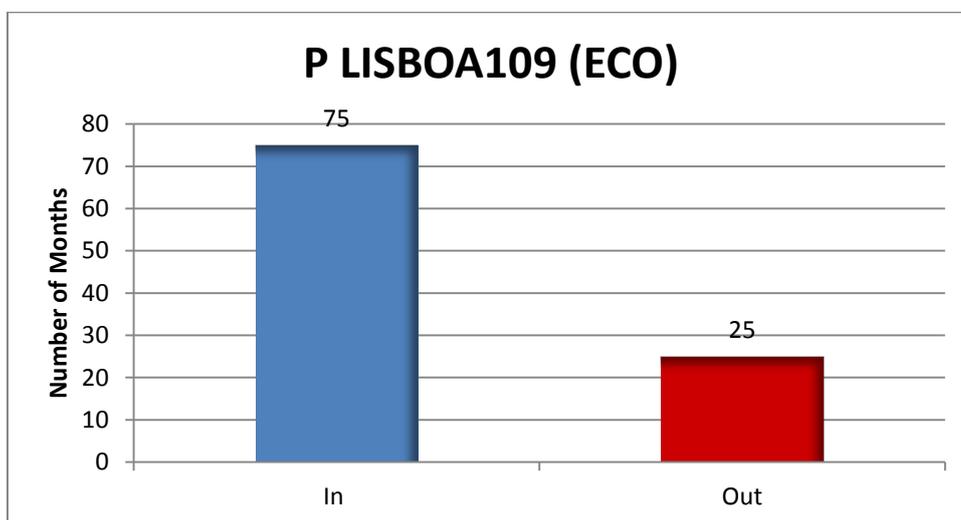
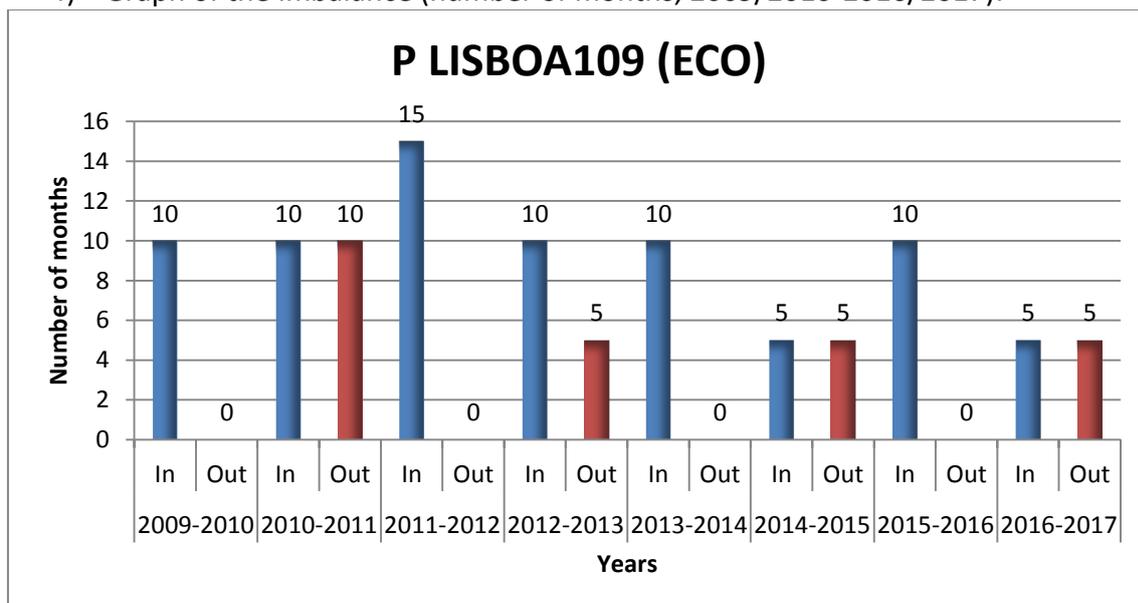
k) List of courses in English: **Master – Level**

<b>Term</b>	<b>Course Title</b>	<b>ECTS</b>
1	Financial Markets and Investments	6
1	Financial Mathematics	8
1	Probability and Stochastic Processes	8
1	Risk Models	8
1	Computation Tools for Actuaries	4
1	Actuarial Topics	6
1	Asset-Liability Management	4
1	Models in Finance	8
1	Pension Funds	4
1	Ratemaking and Experience Rating	4
1	Solvency Models	4
2	Generalized Linear Models	4
2	Loss Reserving	4
2	Risk Theory	8
2	Survival Models and Life Contingencies	8
2	Time Series	6

- a) University code: **P LISBOA109**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **330<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS:
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Recommended	B2	Home University
Portuguese	Mandatory	B2	Home University

j) List of courses in English: **Bachelor – Level**

<b>Term</b>	<b>Title</b>	<b>ECTS</b>
1	Economic and Business History	6
1	Economic and Business Information	6
1	Economics I	6
1	Mathematics I	6
1	Mathematics II	6
1	Principles of Management	6
1	Quantitative Finance	6
2	Accounting I	6
2	Economic and Business History	6
2	Economic and Business Information	6
2	Economics II	6
2	Foundations of Law	6
2	Mathematics I	6
2	Mathematics II	6
2	Quantitative Finance	6
1	Accounting II	6
1	Business Law	6
1	Corporate Finance	6
1	Information Technology	6
1	Macroeconomics I	6
1	Microeconomics I	6
1	Operational Marketing	6
1	Sociology	6
1	Statistics I	6
2	Corporate Finance I	6
2	Cost Accounting	6
2	Macroeconomics II	6
2	Management Information Systems	6
2	Microeconomics II	6
2	Monetary and Financial Economics	6
2	Public Economics and Finance	6
2	Statistics I	6
2	Statistics II	6
2	Strategic Marketing	6
1	Corporate Finance II	6
1	Econometrics	6
1	Economic and Financial Sociology	4
1	European Law	4
1	History of the European Union	4
1	English I	4
1	International Economics	6
1	Operational research	6
1	Political Sociology	4
1	Social Network Analysis	4
2	Sociology of Work	6
2	Economic History of Portugal	4
2	Economic Policy and Business Activity	6
2	English II	4

2	Household Economics and Finance	4
2	Human Behavior in Organizations	6
2	Human Resources Management	6
2	Industrial and Firm Economics	6
2	International Organizations	4
2	Production and Operations Management	6
2	Project Appraisal	6
2	Strategic Management	6

k) List of courses in English: **Master – Level**

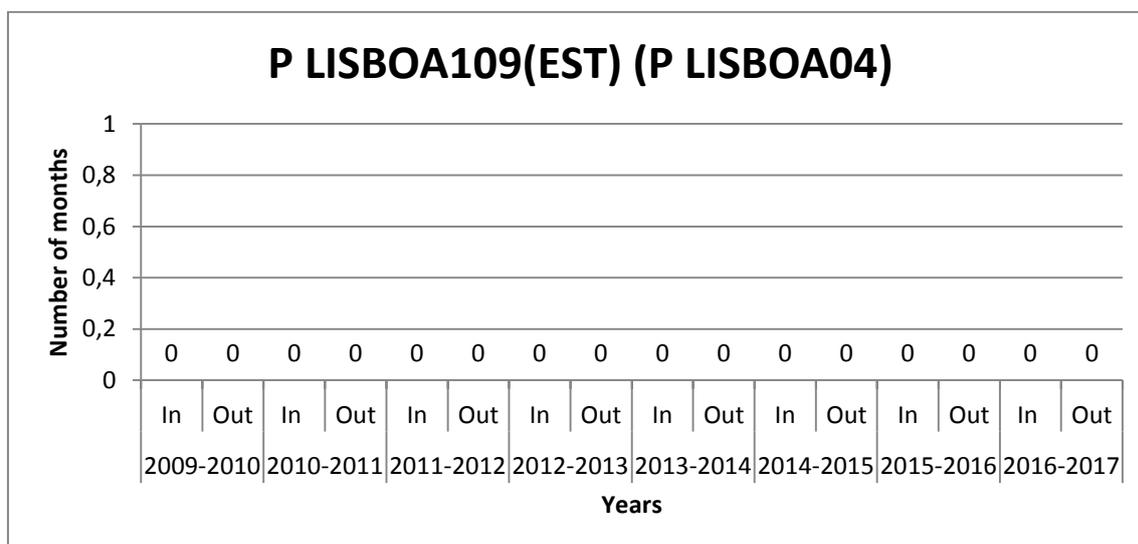
Term	Title	ECTS
1	Financial Mathematics	8
1	Financial Markets and Investments	6
1	Risk Models	8
1	Probability and Stochastic Processes	8
1	Econometrics	6
1	Mathematical Economics	6
1	History of Economic Thought	6
1	Macroeconomics	6
1	Microeconomics	6
1	Data Analysis in Finance	6
1	Corporate Investment Appraisal	6
1	Financial Analysis and Reporting	6
1	Fundamentals of financial Economics	6
1	Investments and Portfolio Management	6
1	Financial Markets and Instruments	7,5
1	Mathematical Methods in Finance	6
1	Programming Techniques	7,5
1	Probability Theory and Stochastic Processes	9
2	Survival Models and Life Contingencies	8
2	Time Series	6
2	Generalized Linear Models	4
2	Loss Reserving	4
2	Risk theory	8
2	Growth Economics	6
2	Labour Economics	6
2	Macroeconomics and Monetary Theory	6
2	Advanced Topics of Microeconomics	6
2	Computer Economics	6
2	Corporate Finance	6
2	Foundations of Financial Economics	6
2	Monetary and Financial History	6
2	Macroeconomics and Monetary Theory	6
2	Monetary Policy	6
2	Corporate Governance	6
2	Derivatives	6
2	Pension Funds	6
2	Mergers, Acquisitions and Restructuring	6
2	Real Options	6

2	Corporate Financing and Planning	6
2	Fixed Income Products and Markets	6
2	Stochastic Calculus	6
2	Financial Econometrics	6
2	Foundations of Financial Theory	6
2	Numerical Methods in finance	9
1	Pension Funds	4
1	Asset-Liability Management	4
1	Solvency Models	4
1	Models in Finance	8
1	Ratemaking and Experience Raking	4
1	Actuarial Topics	6
1	Banking and Insurance	6
1	Public Finance in the Economic and Monetary Union	6
1	Finance and Financial Reporting	6
1	Financial Mathematics	6
1	Case Studies in Financial Engineering	6
1	Institutional Finance	6
1	Taxation	6
1	Financial Forecasting	6
1	Stochastic Finance in Continuous Time	6
1	Interest Rate and Credit Risk Models	4.5
1	Optimization and Finance Control Theory	4.5
1	Levy Processes and Applications	3

- a) University code: **P LISBOA109**
- b) Study field: **Statistics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **330<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Mandatory	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS:  
**Not provided yet**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Mandatory	B2	Home University
Portuguese	Mandatory	B2	Home University

- j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Economic and Business History	6
1	Economic and Business Information	6
1	Economics I	6
1	Mathematics I	6
1	Mathematics II	6
1	Principles of Management	6
1	Quantitative Finance	6

2	Accounting I	6
2	Economic and Business History	6
2	Economic and Business Information	6
2	Economics II	6
2	Foundations of Law	6
2	Mathematics I	6
2	Mathematics II	6
2	Quantitative Finance	6
1	Accounting II	6
1	Business Law	6
1	Corporate Finance	6
1	Information Technology	6
1	Macroeconomics I	6
1	Microeconomics I	6
1	Operational Marketing	6
1	Sociology	6
1	Statistics I	6
2	Corporate Finance I	6
2	Cost Accounting	6
2	Macroeconomics II	6
2	Management Information Systems	6
2	Microeconomics II	6
2	Monetary and Financial Economics	6
2	Public Economics and Finance	6
2	Statistics I	6
2	Statistics II	6
2	Strategic Marketing	6
1	Corporate Finance II	6
1	Econometrics	6
1	Economic and Financial Sociology	4
1	European Law	4
1	History of the European Union	4
1	English I	4
1	International Economics	6
1	Operational research	6
1	Political Sociology	4
1	Social Network Analysis	4
2	Sociology of Work	6
2	Economic History of Portugal	4
2	Economic Policy and Business Activity	6
2	English II	4
2	Household Economics and Finance	4
2	Human Behavior in Organizations	6
2	Human Resources Management	6
2	Industrial and Firm Economics	6
2	International Organizations	4
2	Production and Operations Management	6
2	Project Appraisal	6
2	Strategic Management	6

k) List of courses in English: **Master – Level**

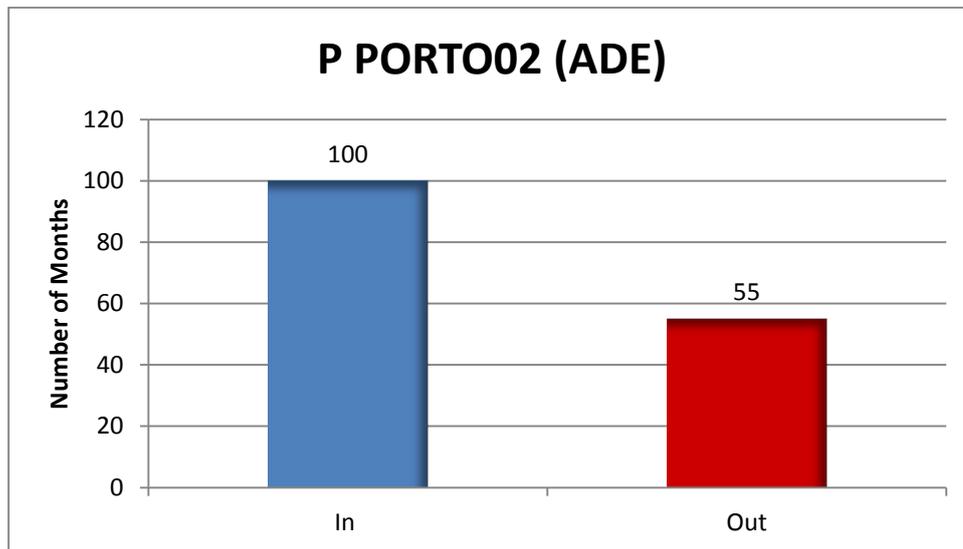
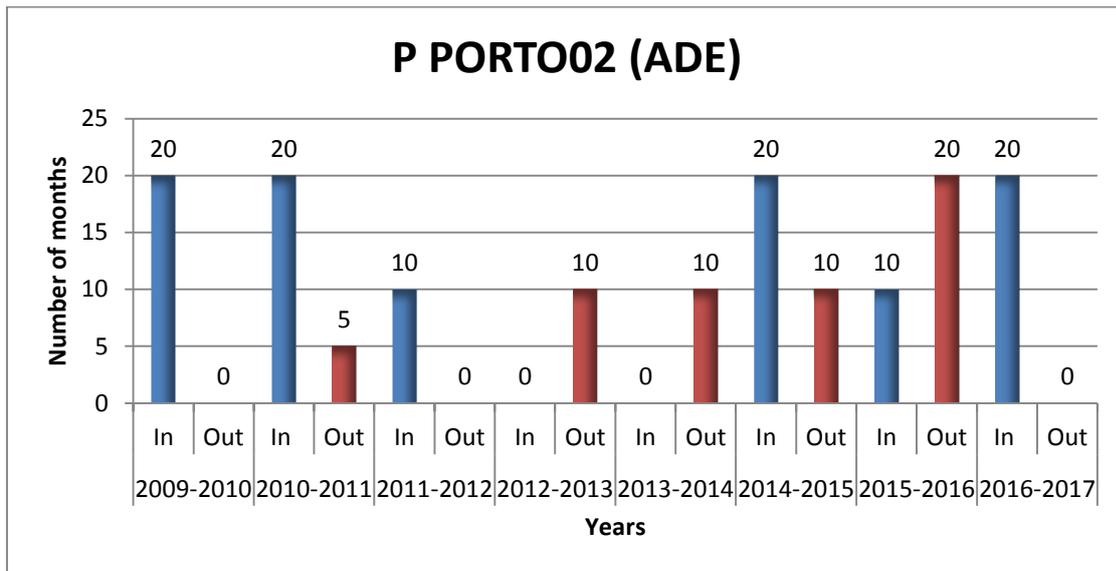
Term	Title	ECTS
1	Financial Mathematics	8
1	Financial Markets and Investments	6
1	Risk Models	8
1	Probability and Stochastic Processes	8
1	Econometrics	6
1	Mathematical Economics	6
1	History of Economic Thought	6
1	Macroeconomics	6
1	Microeconomics	6
1	Data Analysis in Finance	6
1	Corporate Investment Appraisal	6
1	Financial Analysis and Reporting	6
1	Fundamentals of financial Economics	6
1	Investments and Portfolio Management	6
1	Financial Markets and Instruments	7,5
1	Mathematical Methods in Finance	6
1	Programming Techniques	7,5
1	Probability Theory and Stochastic Processes	9
2	Survival Models and Life Contingencies	8
2	Time Series	6
2	Generalized Linear Models	4
2	Loss Reserving	4
2	Risk theory	8
2	Growth Economics	6
2	Labour Economics	6
2	Macroeconomics and Monetary Theory	6
2	Advanced Topics of Microeconomics	6
2	Computer Economics	6
2	Corporate Finance	6
2	Foundations of Financial Economics	6
2	Monetary and Financial History	6
2	Macroeconomics and Monetary Theory	6
2	Monetary Policy	6
2	Corporate Governance	6
2	Derivatives	6
2	Pension Funds	6
2	Mergers, Acquisitions and Restructuring	6
2	Real Options	6
2	Corporate Financing and Planning	6
2	Fixed Income Products and Markets	6
2	Stochastic Calculus	6
2	Financial Econometrics	6
2	Foundations of Financial Theory	6
2	Numerical Methods in finance	9
1	Pension Funds	4
1	Asset-Liability Management	4
1	Solvency Models	4

1	Models in Finance	8
1	Ratemaking and Experience Raking	4
1	Actuarial Topics	6
1	Banking and Insurance	6
1	Public Finance in the Economic and Monetary Union	6
1	Finance and Financial Reporting	6
1	Financial Mathematics	6
1	Case Studies in Financial Engineering	6
1	Institutional Finance	6
1	Taxation	6
1	Financial Forecasting	6
1	Stochastic Finance in Continuous Time	6
1	Interest Rate and Credit Risk Models	4.5
1	Optimization and Finance Control Theory	4.5
1	Levy Processes and Applications	3

- a) University code: **P PORTO02**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **323<sup>rd</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
Portuguese	Recommended	A2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

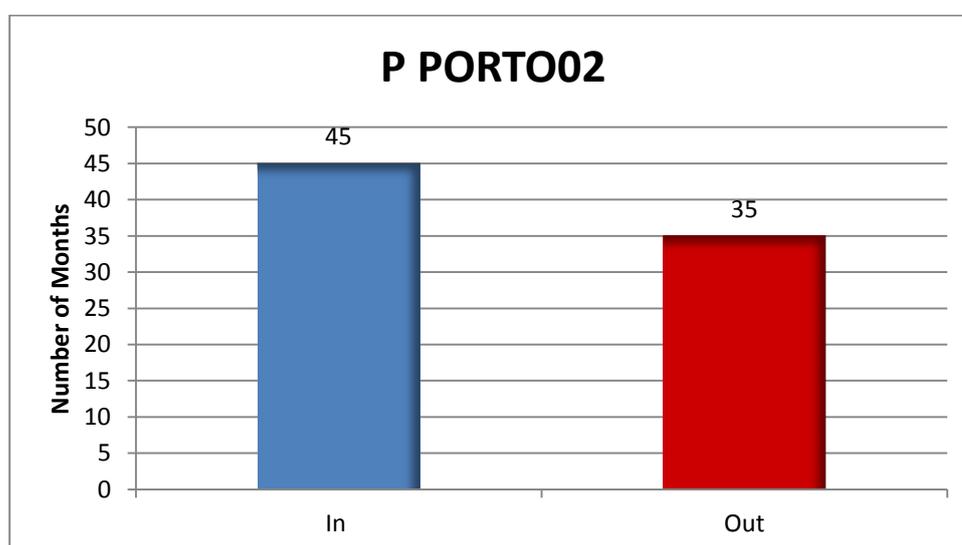
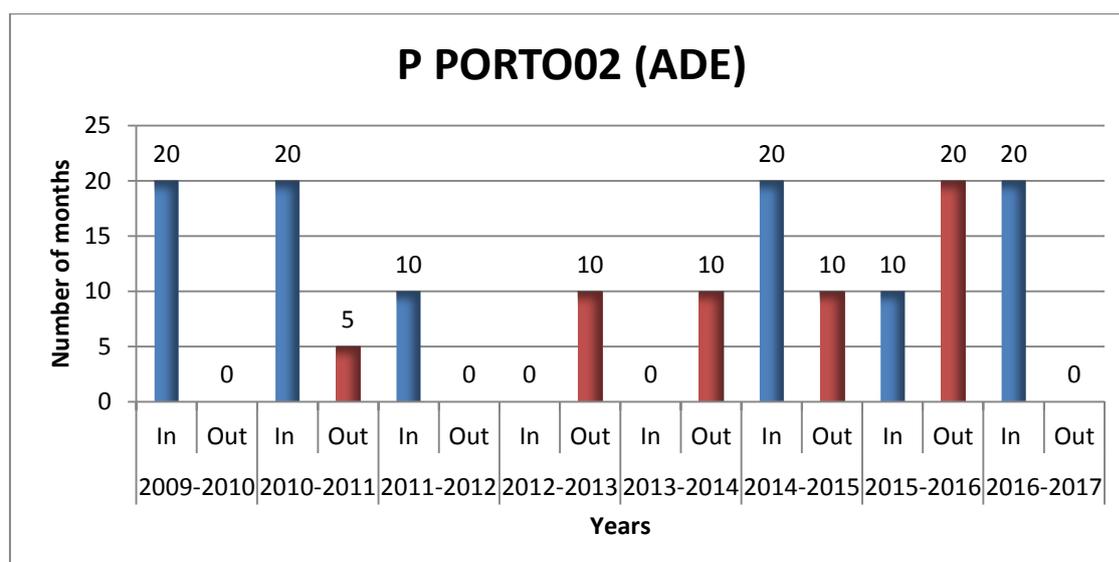


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **P PORTO02**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **323<sup>rd</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
Portuguese	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

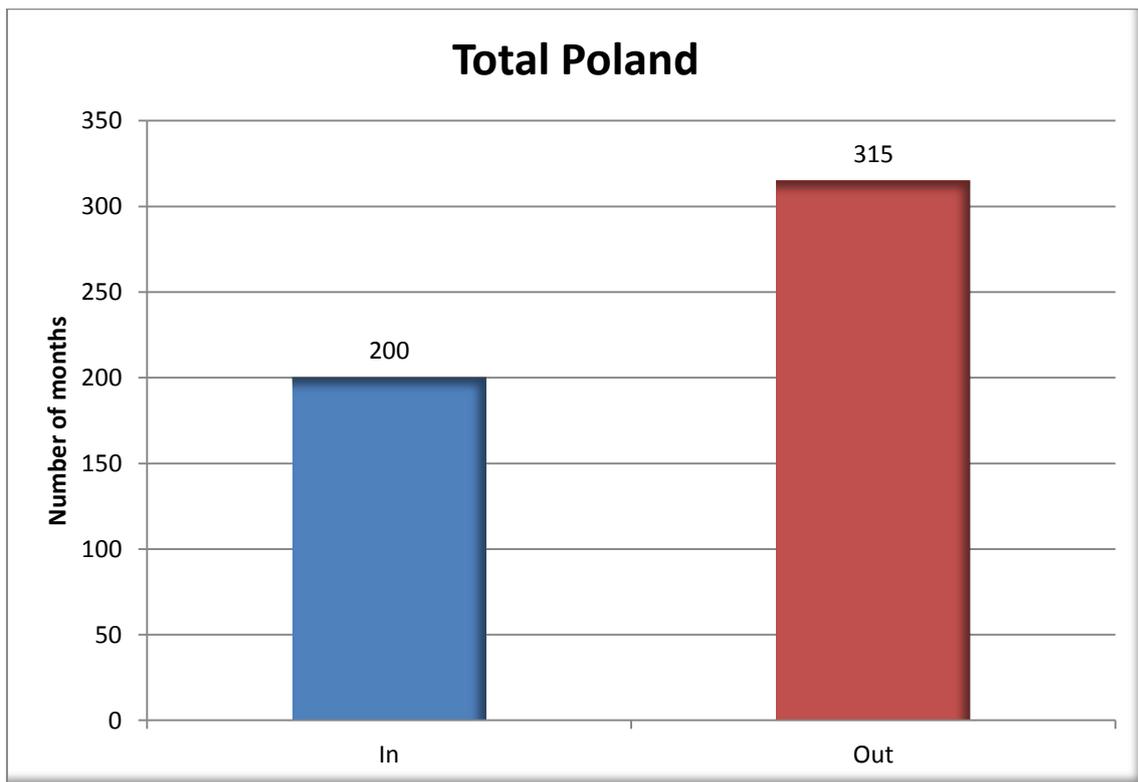


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



# Poland

## (PL)



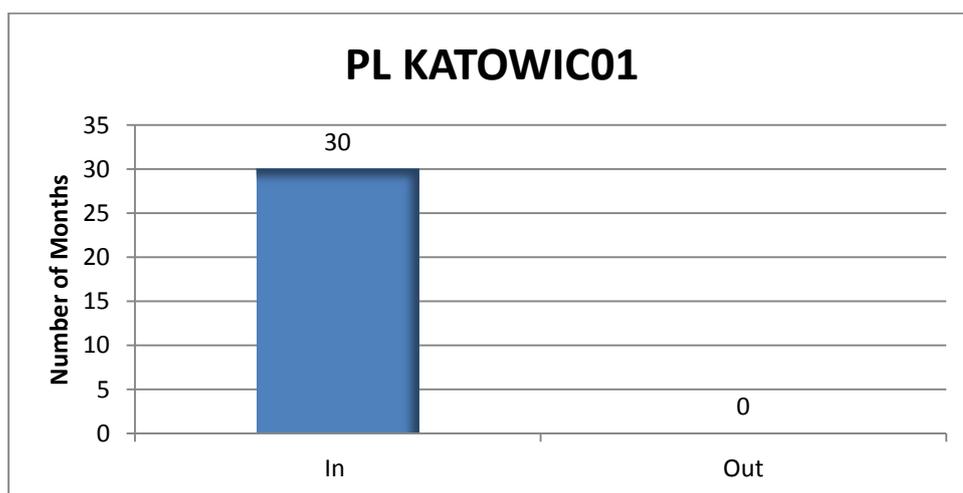
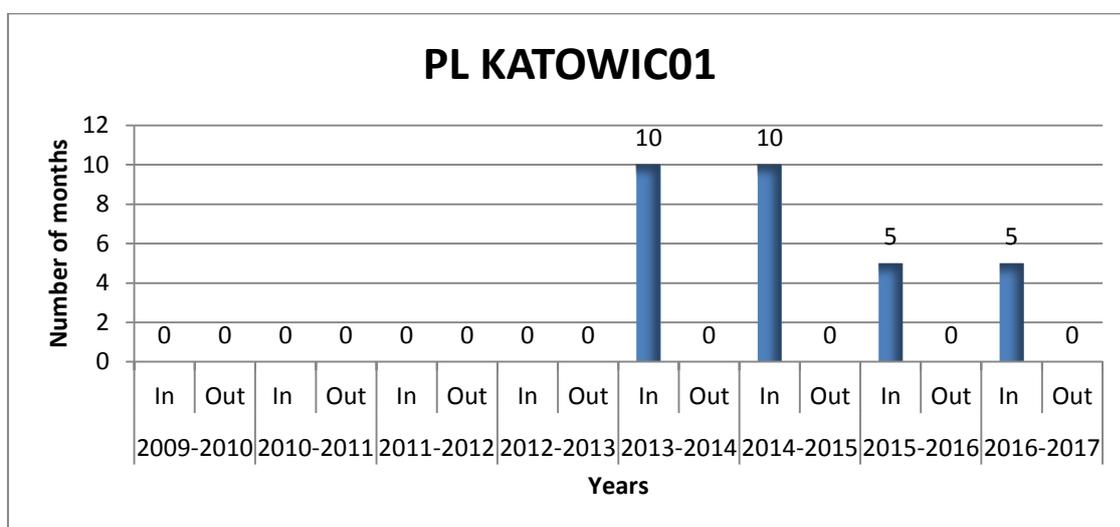
# UNIwersytet Śląski (UNIVERSITY OF SILESIA)



- a) University code: **PL KATOWIC01**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



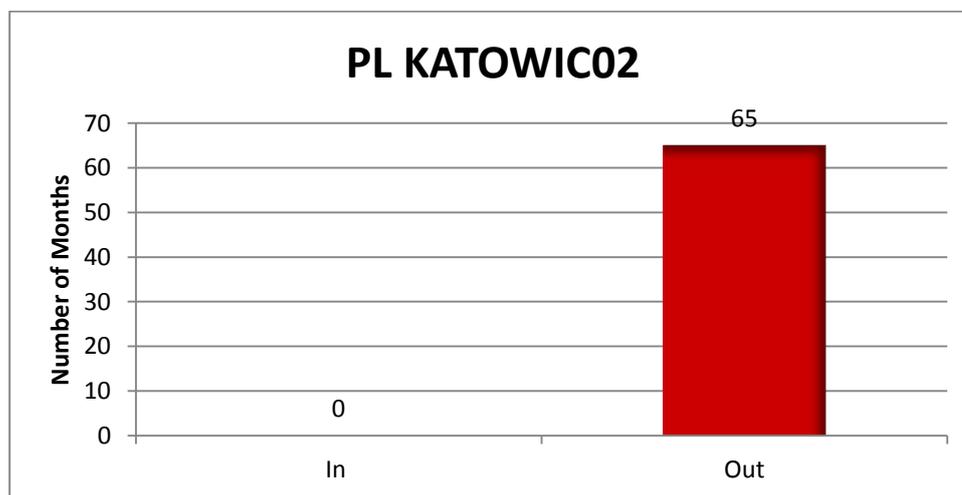
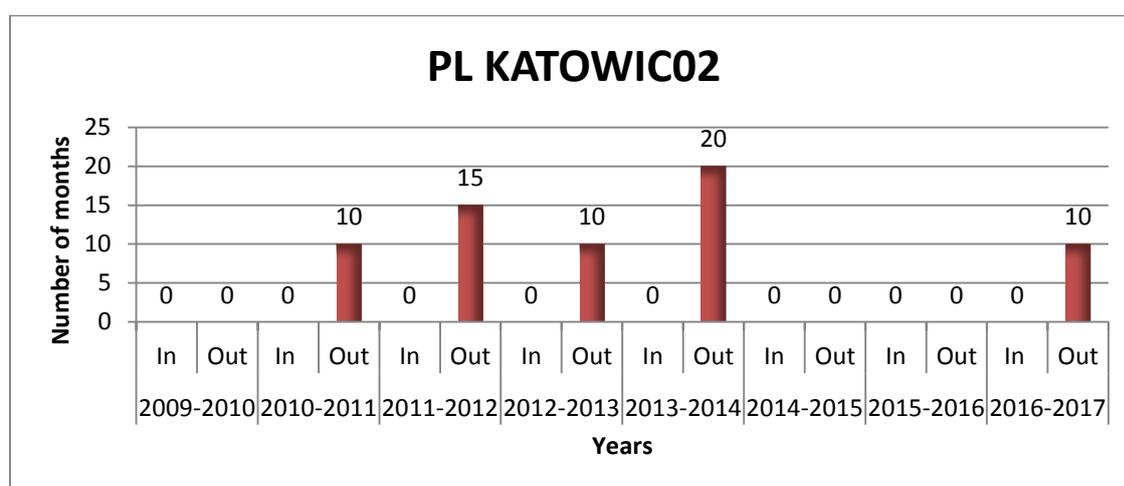
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided**



- a) University code: **PL KATOWIC02**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

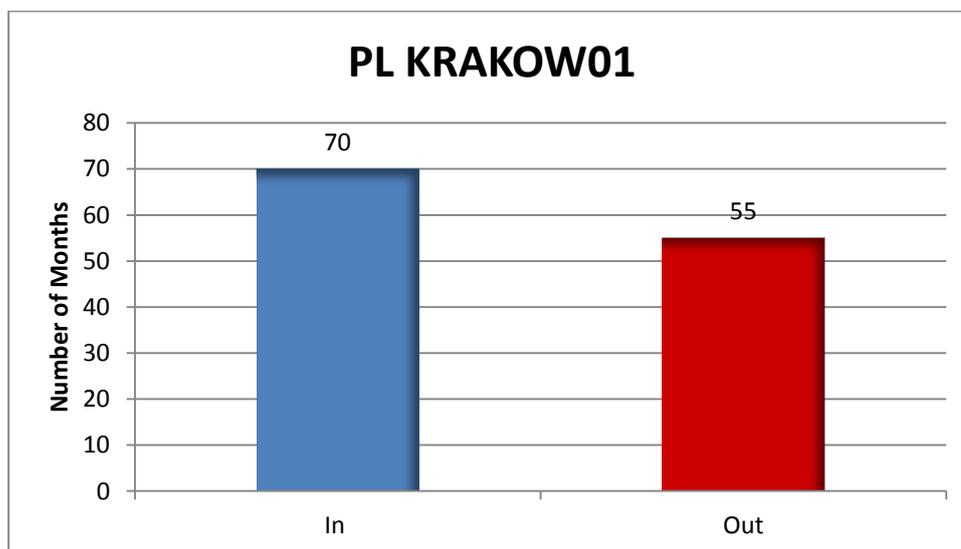
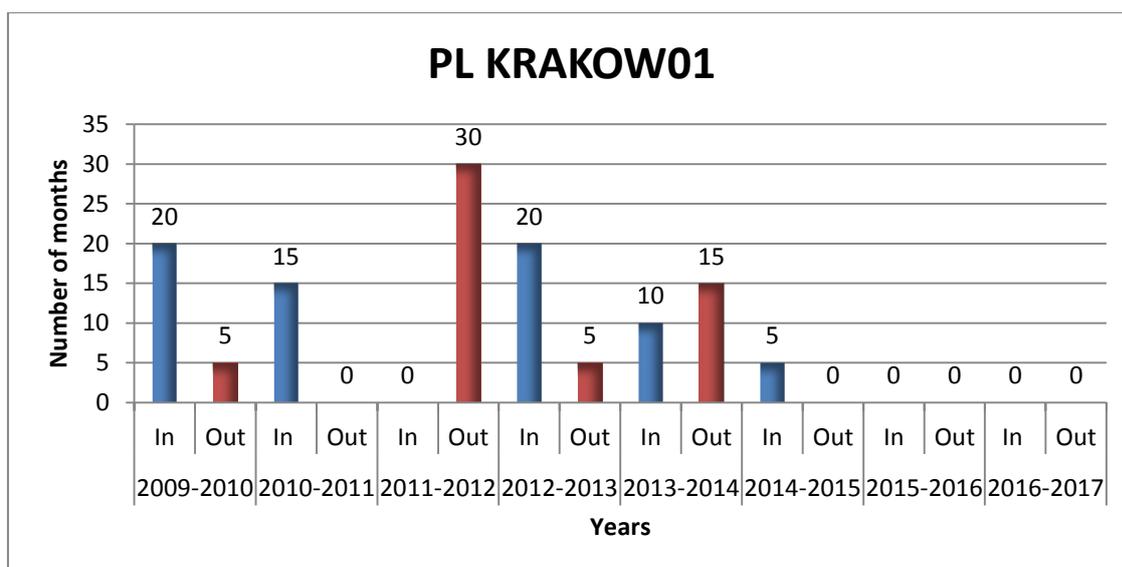


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **PL KRAKOW01**
- b) Study field: **Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

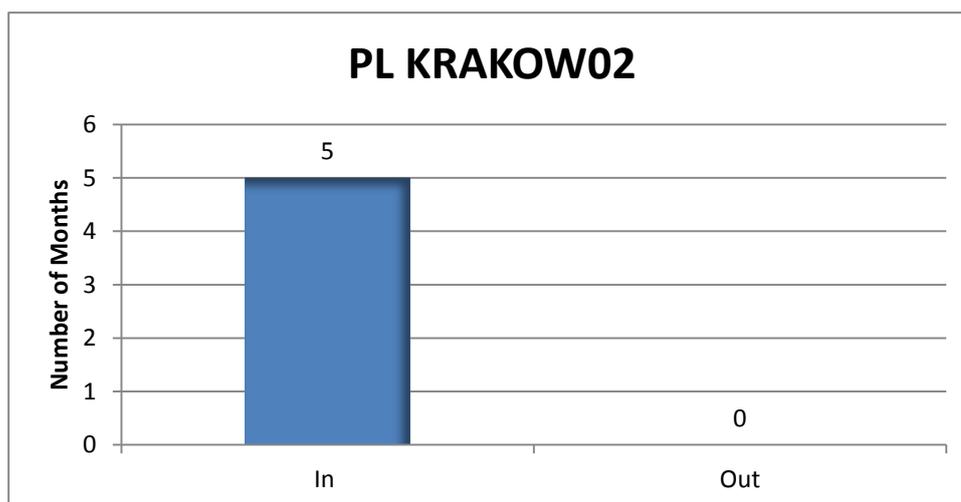
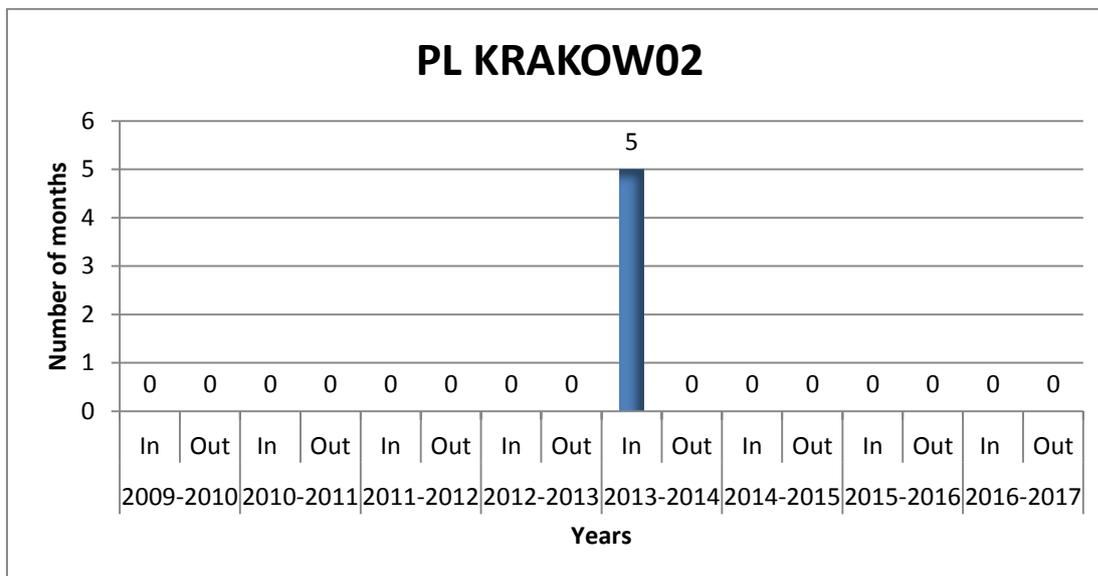


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **PL KRAKOW02**
- b) Study field: **Statistics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



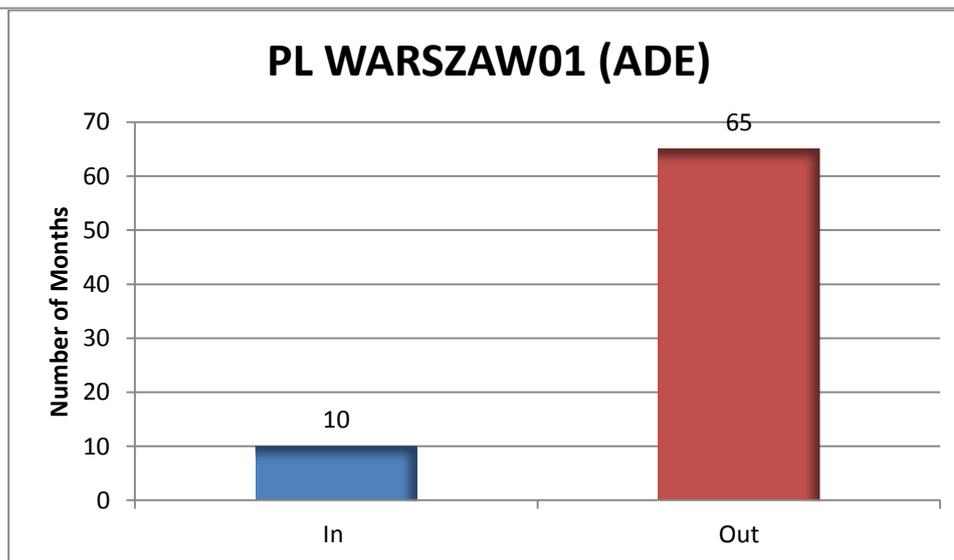
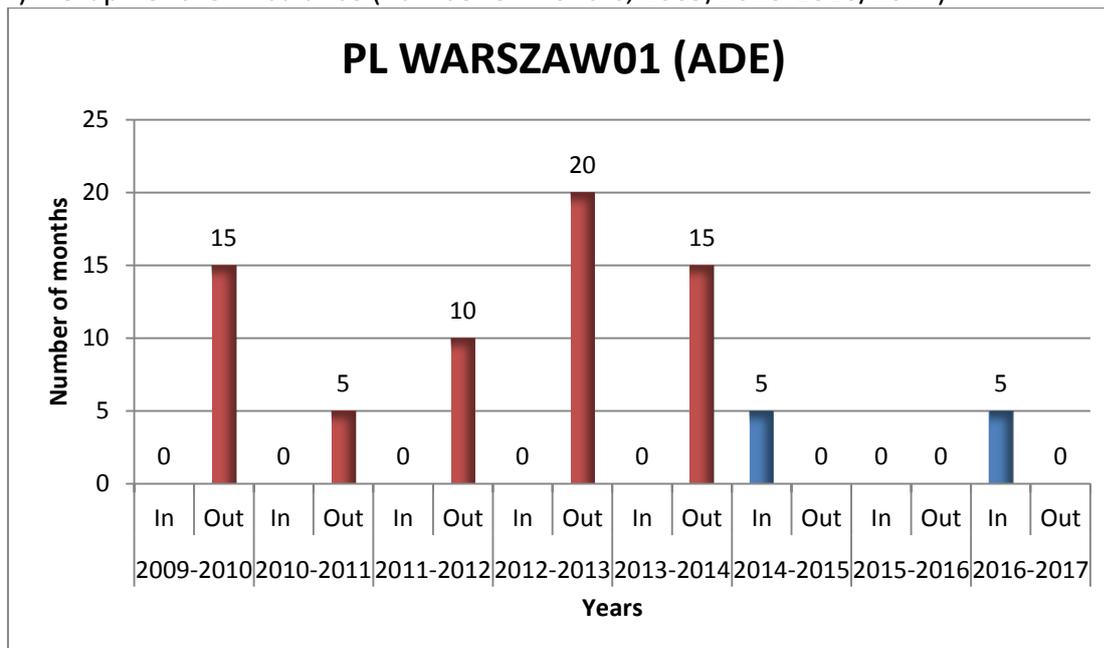
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **PL WASZAW01**
- b) Study field: **Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended	B2

j) List of courses in English: **Bachelor - Level**

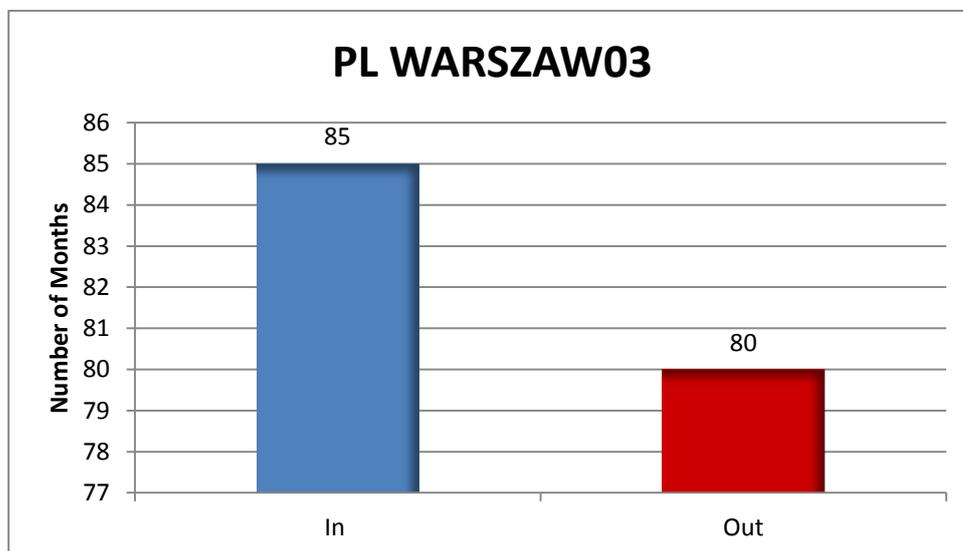
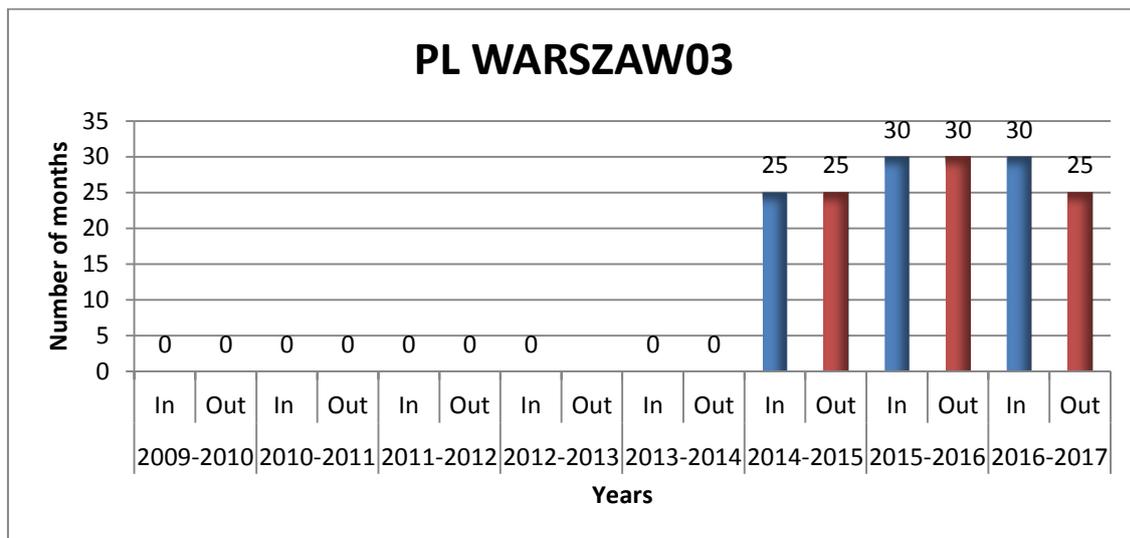
<b>Term</b>	<b>Title</b>	<b>ECTS</b>
2	"Time without qualities": Boredom & Society and Culture	4
	Academic skills	3
	Academic Writing	2
1	Advanced research methods seminar: Establishing causality in social sciences	4
2	Applied regression analysis	4
2	Applied regression analysis	4
	Basic of intellectual property	0.5
1	Power, state and violence: the historical sociology perspective	4
2	Comparative Political behaviour	4
1	Drugs and power: from prohibition to reform?	4
2	European societies: Current debates	4
2	From social movements to whistle-blowers: facets of protest in modern societies	4
2	From social movements to whistle-blowers: facets of protest in modern societies	4
2	Medicine and society	4
2	Medicine and Society	4
2	Politics and Society in East-Central Europe: Twenty-Five Years of Building Democracy	4
1	Reason and Revelation. Exploring contemporary cinema with Rene Girard	4
1	Reason and Revelation. Exploring contemporary cinema with Rene Girard.	4
1	Social capital and civic behavior in a comparative perspective	4
2	Sociology of the creative occupations	4
2	Tradition of Chicago and Social Problems	4
2	Tradition of Chicago and Social Problems	4



- a) University code: **PL WARSZAW03**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

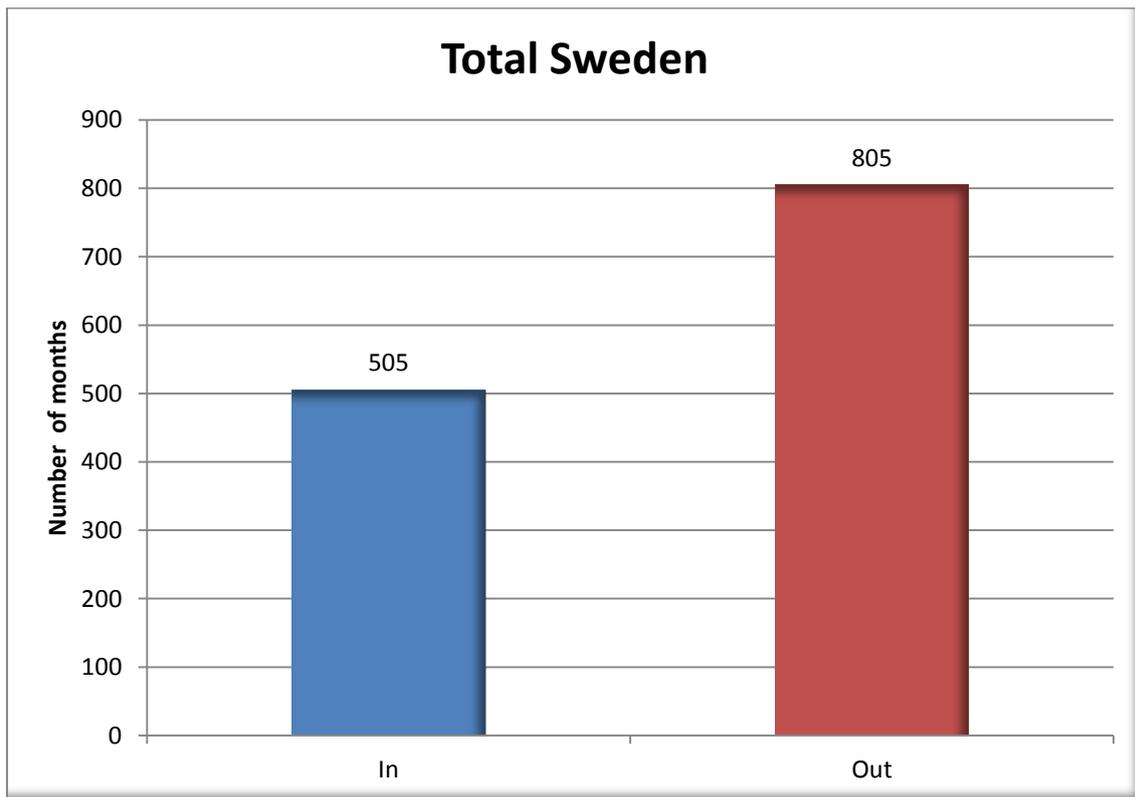


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



**Sweden**

**(S)**

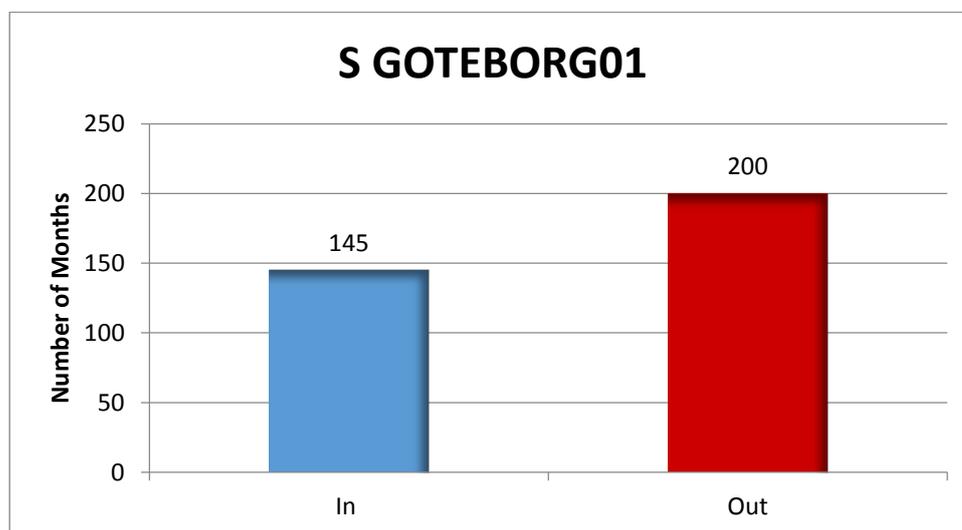
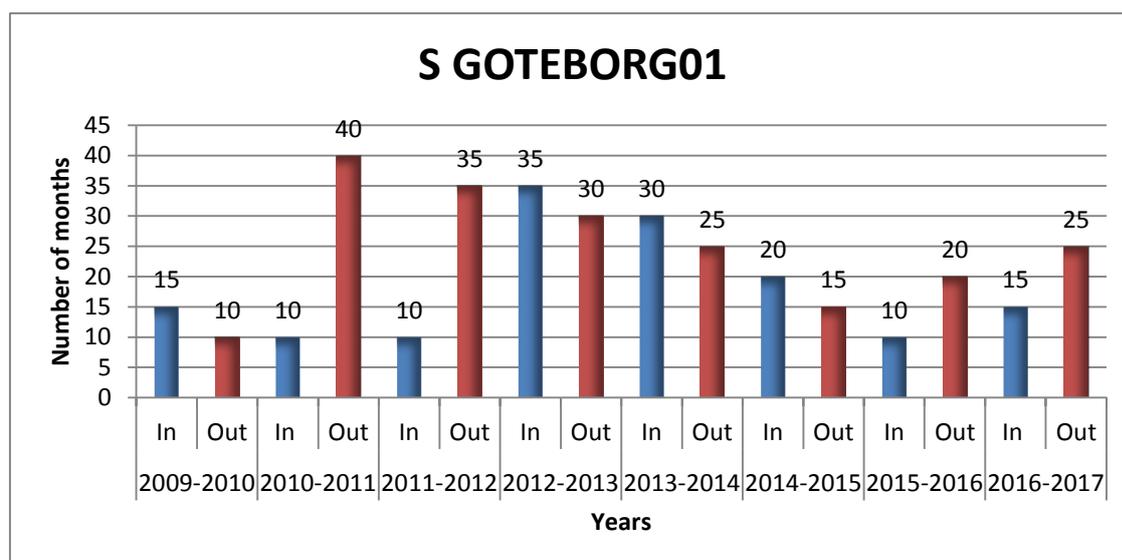




- a) University code: **S GÖTERBORG01**
- b) Study field: **Business**
- c) Number of spots: **2,5 (5)**
- d) QS World University rankings: **264<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Recommended	B2

j) List of courses in English: **Bachelor Level**

Term	Title	ECTS
1	Corporate Finance	7.5
1	Industrial Management	7.5
1	Management	7.5
1	Consumer Behaviour	7.5
1	Marketing Trends	7.5
1	Basic Econometrics	7.5
1	Health Economics	7.5
1	Portfolio Investment	7.5
1	International Economics and Financial Markets	7.5
1	Financial History	7.5
1	Managerial Economics	7.5
1	Incomplete Financial Markets	7.5
1	Environmental Economics	7.5
1	The East and Central European Experience	7.5
1	Modern Scandinavian Economic History	7.5
1	The Swedish Model and Equality: Family Policy and Gender Relations	7.5
1	The Swedish Model in the Labour Market	7.5
1	Geographical Information Systems (GIS)	7.5
2	Corporate Finance	7.5
2	International Business II	15
2	Corporate Sustainability	15
2	Consumer Behaviour	7.5
2	Marketing Trends	7.5
2	Basic Econometrics	7.5
2	Environmental Economics	7.5
2	Development Economics	7.5
2	Policy Evaluation	7.5
2	International Economics and Financial Markets	7.5
2	Finance 2	7.5
2	Finance 1	7.5
2	The East and Central European Experience	7.5
2	Modern Scandinavian Economic History	7.5
2	The Swedish Model and Equality: Family Policy and Gender Relations	7.5
2	The Swedish Model in the Labour Market	7.5
2	Development Geography – A World of Difference	7.5
2	EU: Economic Integration and Regional Competitiveness	7.5
2	The Economic Geography of Europe	15
2	The Economic Geography of the Nordic Countries	7.5

k) List of courses in English: **Master Level**

Term	Title	ECTS
1	Strategic Management Accounting	7.5
1	Business Intelligence	7.5
1	Operational Management Accounting	7.5
1	Integrated Logistics	7.5
1	Supply Chain Management	7.5
1	Intermodal Freight Transport	7.5
1	Advanced Microeconomic Theory	7.5

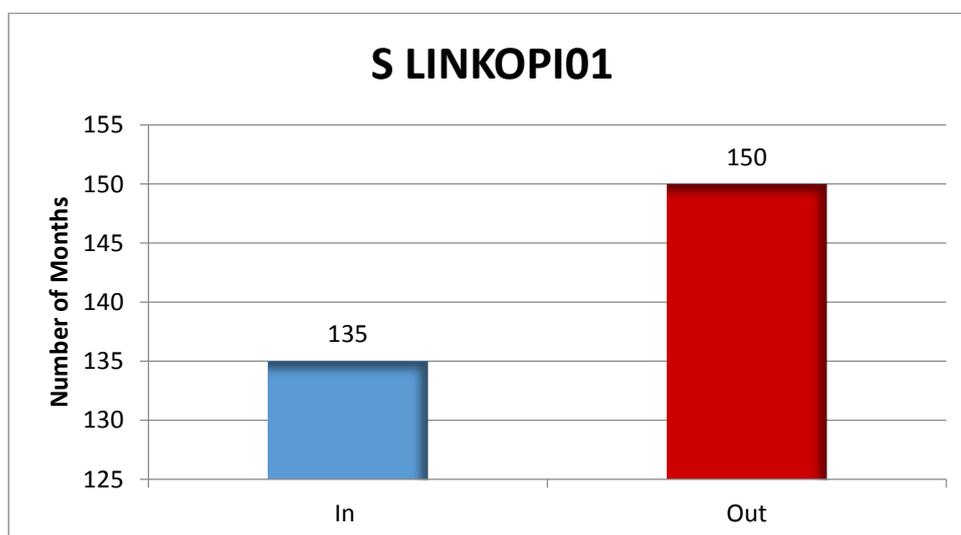
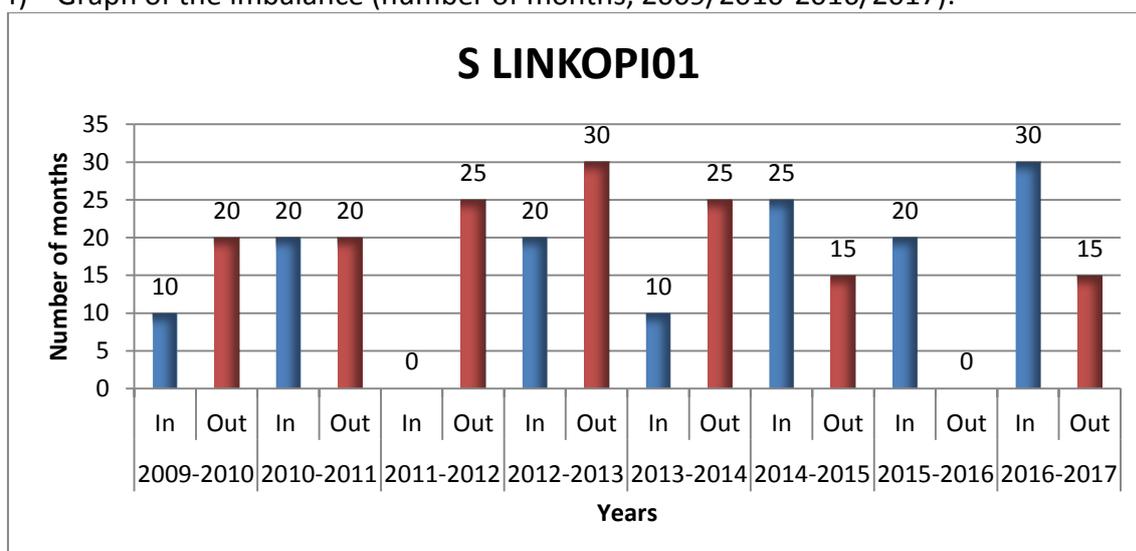
1	Mathematics	7.5
1	Advanced Macroeconomic theory	7.5
1	Graduate Econometrics	7.5
1	Applied Econometrics	7.5
1	Advanced Health Economics	7.5
1	Topics in Public Economics	7.5
1	Topics in Behavioral Economics	7.5
1	Topics in environmental Economics	7.5
1	Financial Institutions and Markets	7.5
1	Corporate Valuation	7.5
1	Credit Risk Modelling	7.5
1	Applied Portfolio Management	7.5
1	Advanced Corporate Finance	7.5
1	Topics in Finance	7.5
1	Quantitative Finance	7.5
1	International Strategic Management	7.5
1	International Business and Applied Economics	7.5
1	Global Sourcing	7.5
1	Entrepreneurship and New Business Development	7.5
1	Innovation Management	7.5
1	Strategy and Organization	7.5
1	Management Control Package	7.5
1	Business Ethics and Sustainability	7.5
1	Multivariate Data analysis	7.5
1	Consumptions and Markets	7.5
1	Sustainable Marketing Management	7.5
1	Marketing in the Service Economy	7.5
1	Retail Marketing	7.5
1	Perspectives of Consumer Choice Behavior	7.5
1	Relationship Marketing	7.5
1	Corporate Social Responsibility in Event and Tourism	7.5
1	International Migration	7.5
1	Managers and Management in a Historical and Comparative Perspective	7.5
1	Project Management and Project Planning	7.5
2	Advanced Financial Accounting	15
2	Retailing, Wholesaling and Logistics	7.5
2	Shipping – Production Systems and Logistics Management	7.5
2	International Trade and Logistics	7.5
2	Advanced Microeconomic Theory II	7.5
2	Advanced Development Economics	7.5
2	Advanced Industrial Organization	7.5
2	Investments	7.5
2	Behavioural Finance	7.5
2	Derivative Securities	7.5
2	Private Equity	7.5
2	Managing Across Cultures	7.5
2	International Business in the Asian Emerging Markets	7.5
2	Entrepreneurship and New Business Development	7.5
2	Social Innovation and Entrepreneurship	7.5
2	Corporate Governance	7.5

2	Human Resource Management	7.5
2	Branding and Consumption	7.5
2	Service Design – Applied Consumer Behaviour	7.5
2	Event Management	7.5
2	Environmental Effects and Conflict in Long Run Economic Development	7.5
2	Sustainable Management	7.5
2	Macroeconomics and Historical Patterns of Growth and Development	7.5
2	Project Management and Project Planning	7.5
2	Sustainable Mobility – Drivers, Challenges, Responses	7.5

- a) University code: **S LINKOPI01**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **282<sup>nd</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	MANDATORY	B2

j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Classics of Organization Theory, Advanced Course	7,5
1	Entrepreneurship and Business Development	7,5
1	Sustainable Business – an ecological perspective	7,5
1	International Business	7,5
1	Classics of Organization Theory	7,5
1	Business Ethics in a Globalized World	7,5
1	Leadership and Culture	7,5
1	HRM and Leadership	7,5
1	International HRM	7,5
1	Corporate Finance	7,5
1	International Finance and Fixed Income Management	7,5
1	Industrial Organisation	7,5
1	Risk Management of Financial Markets	7,5
1	Developmental Economics	7,5
1	Classics of Organization Theory, Advanced Course	7,5
1	Business Ethics in a Globalized World	7,5
1	Entrepreneurship and New Business Development	7,5
1	Leadership and Culture	7,5
1	Sustainable Business – an ecological perspective	7,5
1	HRM and Leadership	7,5
1	International Business	7,5
1	International HRM	7,5
2	Marketing and Consumer Behaviour	7,5
2	Service Management and Marketing	7,5
2	Strategy and International Management	7,5
2	IT, Strategy, and Strategic IT	7,5
2	Managing Organizational Change	7,5
2	Enterprise Systems	7,5
2	Management Control	7,5
2	Project Management	7,5
2	Strategy and International Management	7,5
2	IT, Strategy, and Strategic IT	7,5
2	Enterprise Systems	7,5
2	Managing Organizational Change	7,5
2	Behavioral Economics	7,5
2	Diversity and discrimination: Applications in Labour Economics	7,5
2	Intermediate Macroeconomics	7,5
2	Health Economics and Ethics	7,5
2	Intensive Beginner's Course in Swedish	7,5
2	Marketing and Consumer Behaviour	7,5
2	Management control	7,5
2	Service Management and Marketing	7,5
2	Project Management	7,5
2	Bachelor Thesis	7,5
2	International Business English	15

k) List of courses in English: **Master – Level**

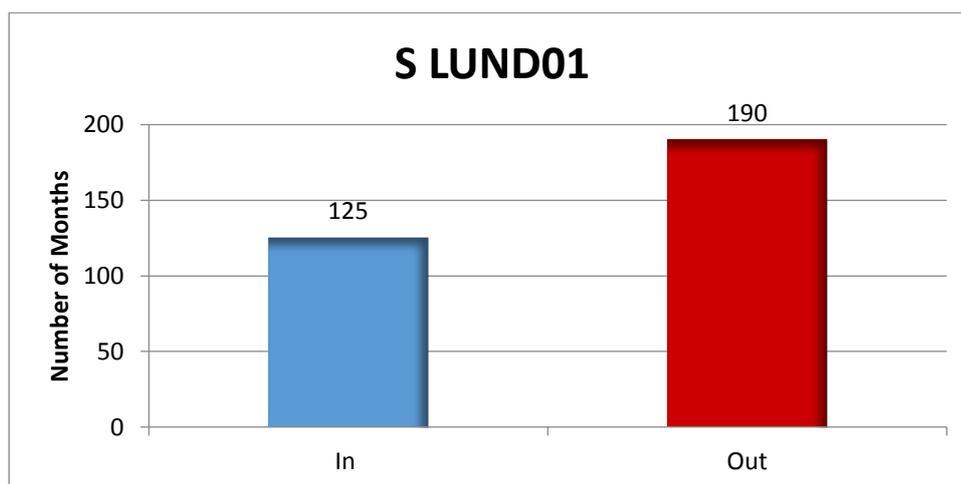
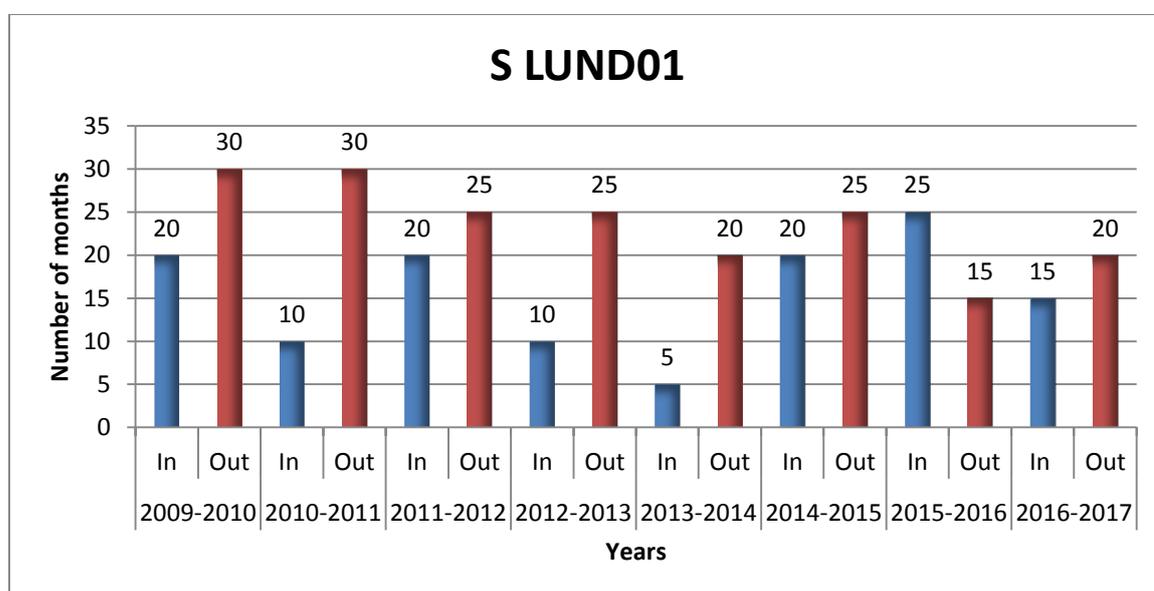
Term	Title	ECTS
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1	Classic Leadership and Organization Dilemmas	15
1	Contemporary International Management Paradoxes	15
1	Strategy – Classic and Contemporary Views	15
1	Innovation and Project Management	15
1	Advanced Consumer Marketing	15
2	Business Finance	7,5
2	Management Control Systems	7,5
2	HRM in Modern Organizations	7,5
2	Term Project	7,5

- a) University code: **S LUND01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2,5 (5)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Manadatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

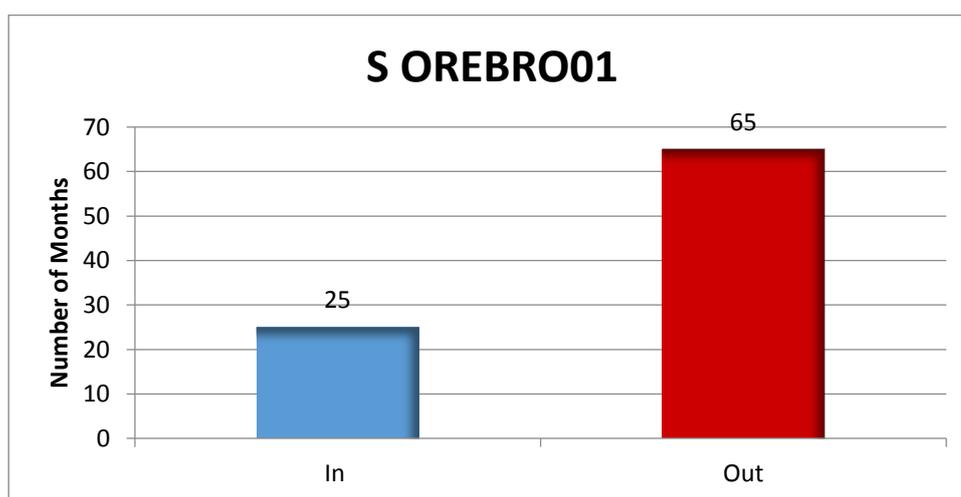
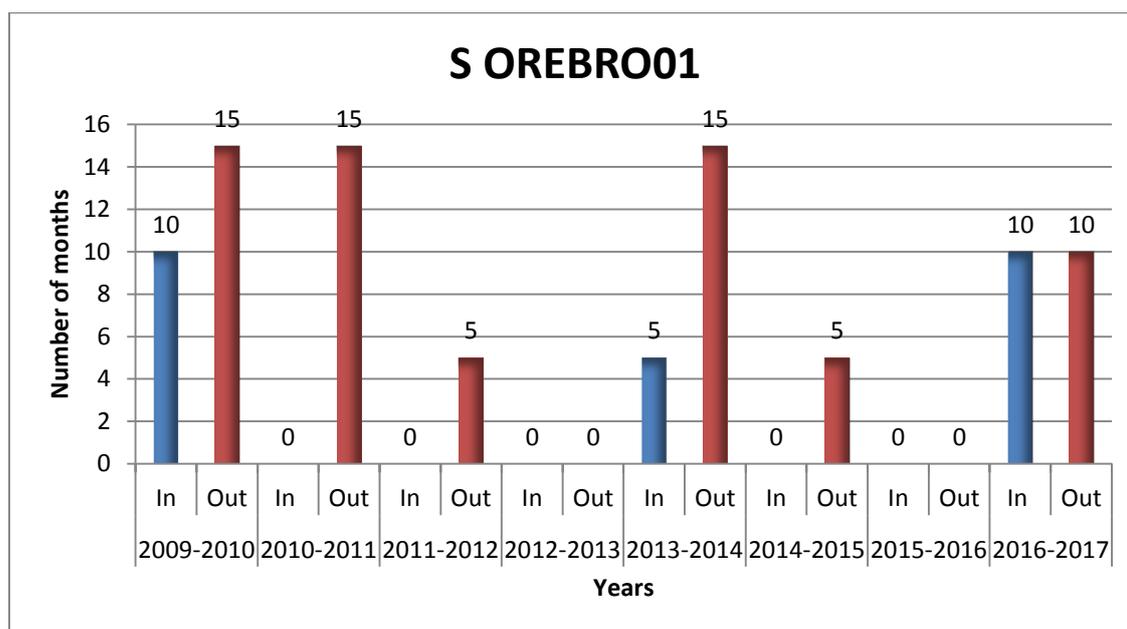


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **S OREBRO01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (for agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

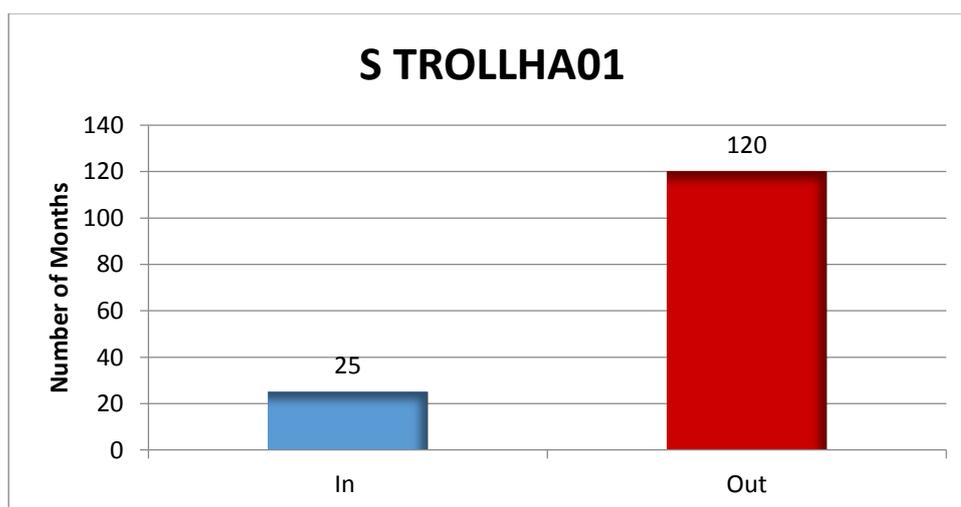
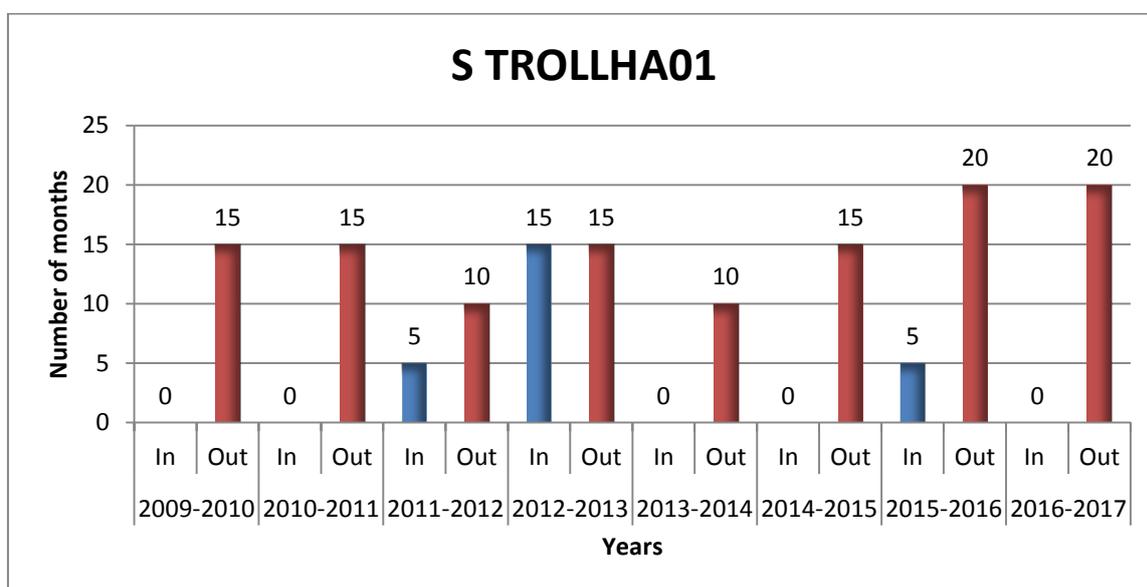


Master level courses available for students who have achieved 180ECTS: **Not provided yet/** Course offer in English: **Not provided yet/** Language requirements: **Not provided yet/** List of courses in English: **Not provided yet**

- a) University code: **S TROLLHA01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Mandatory	B2

j) List of courses in English: **Bachelor – Level**

Term	Title	ECTS
1	Applied Statistics – collecting and summarizing data	7.5
1	Corporate Finance	7.5
1	Financial Economics	7.5
1	Intercultural Work Psychology	15
1	International Economics	7.5
1	International Politics, Trade and Development	15
1	International Strategic Management	7.5
1	Language, Culture and communication in Sweden	7.5
1	Macro Economics	7.5
1	Macro Theory	7.5
1	Micro Economics	7.5
1	Micro Theory	7.5
1	Organisation and Leadership, Intermediate Level	7.5
1	Political Perspectives and Global Change	30
1	Quantitative Methods	7.5
1	The Economic Geography of Europe	7.5
1	Understanding International Political-Economic Changes	15
2	Banking and financial markets	7.5
2	Economic and Financial research methods	7.5
2	Micro Economics	7.5
2	Macro Economics	7.5
2	Financial Economics	7.5
2	International economics	7.5
2	Quantitative Methods	7.5
2	Micro Theory	7.5
2	Macro Theory	7.5
2	Corporate Finance	7.5
2	English for International Students	30
2	Marketing Communication	7.5
2	Marketing Research	7.5
2	Degree Project, Business Administration, Bachelor	15
2	Marketing Communication	7.5
2	Marketing Research	7.5
2	Democracy, legitimacy and political institutions	7.5
2	Development Geography	7.5
2	Real Estate Finance	7.5
2	Banking and financial markets	7.5
2	Economic and Financial research methods	7.5
2	Degree Work, Economics	15
2	Risk Management and Insurance	7.5

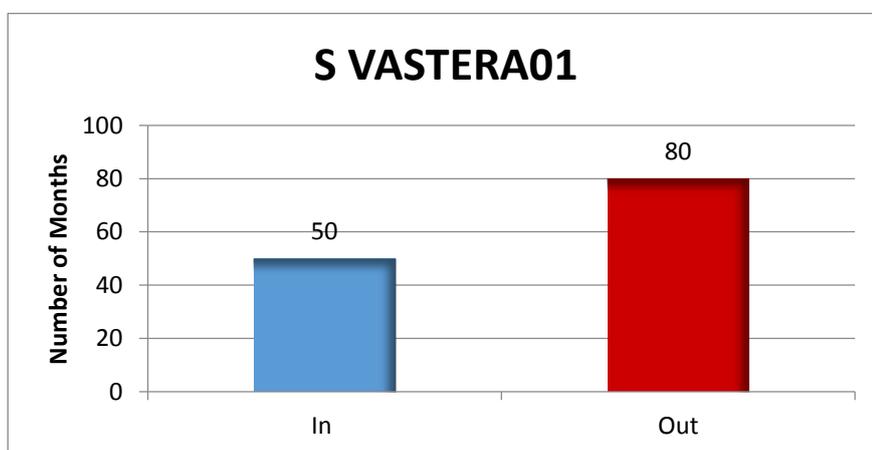
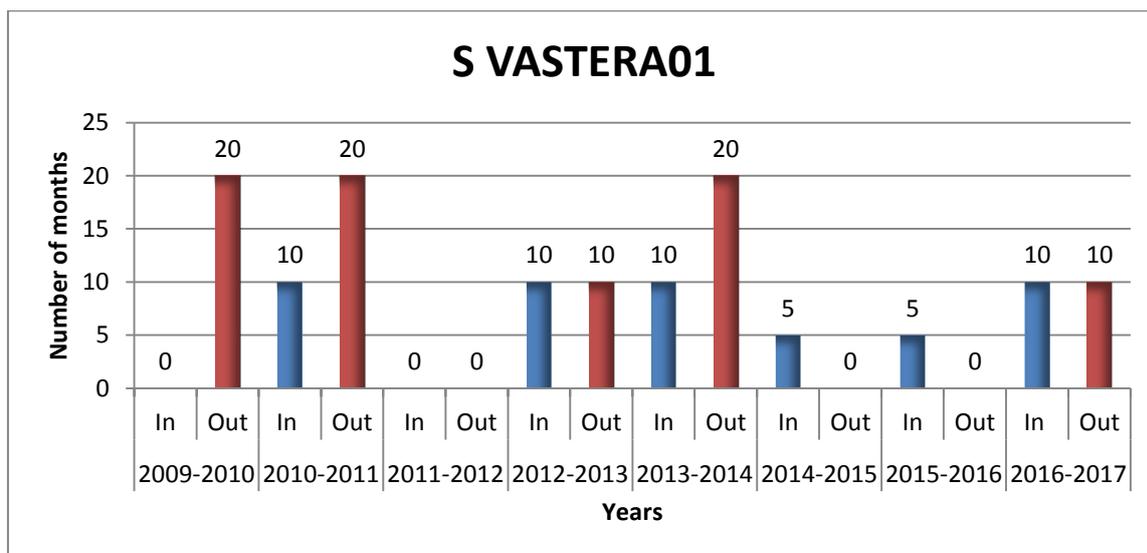
k) List of courses in English: **Master – Level**

Term	Title	ECTS
1	Advanced Project Methodology	7.5
1	Ethics and IT profession	7.5
1	Financial Reporting and Analysis	7.5
1	Fixed Income Fundamentals and Derivatives	7.5
1	Industrial Restructuring and Entrepreneurship	7.5
1	Perspectives on the digitalisation of Society	7.5
	Portfolio Management and Alternative Investment	7.5
	Work integrated e-learning	7.5
2	Advanced Research Methods in Finance	7.5
2	International Finance	7.5

- a) University code: **S VASTERA01**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

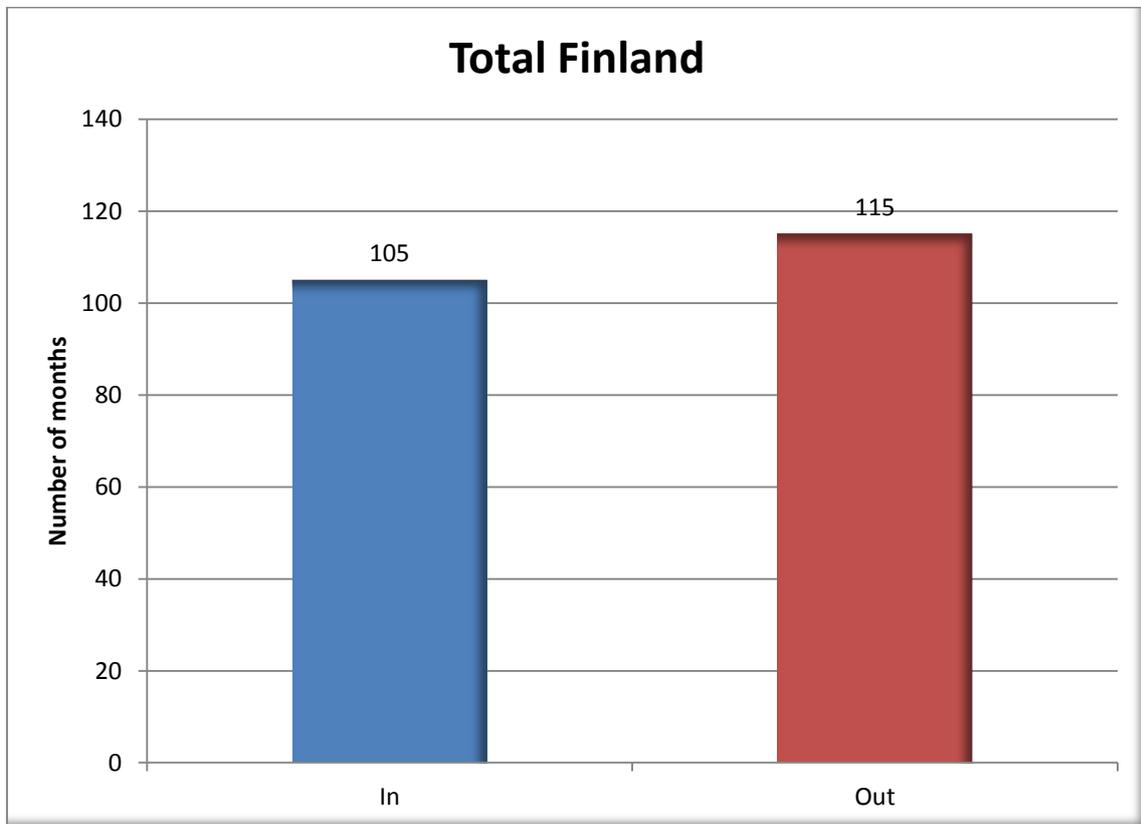


Master level courses available for students who have achieved 180ECTS: **Not provided yet/** Course offer in English: **Not provided yet/** Language requirements: **Not provided yet/** List of courses in English: **Not provided yet**



# Finland

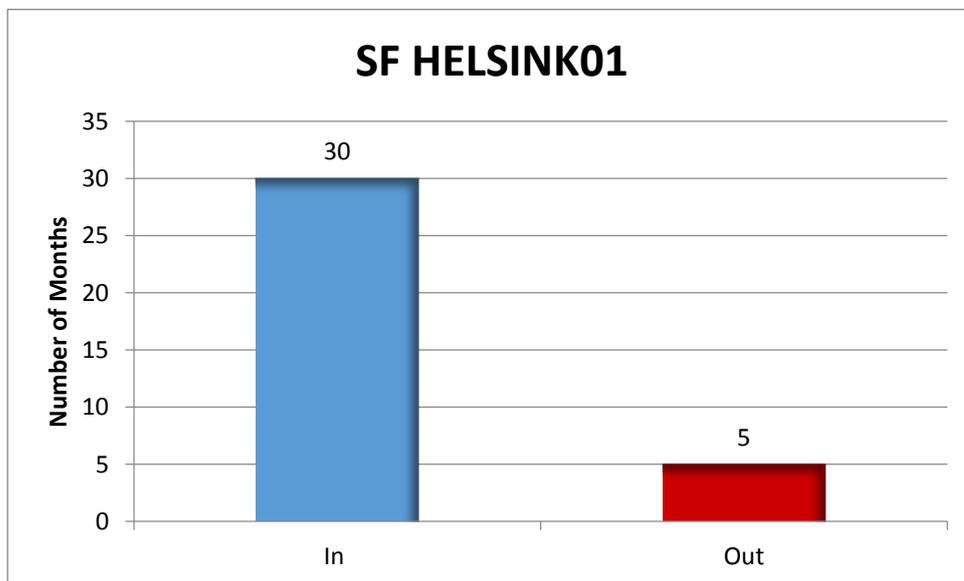
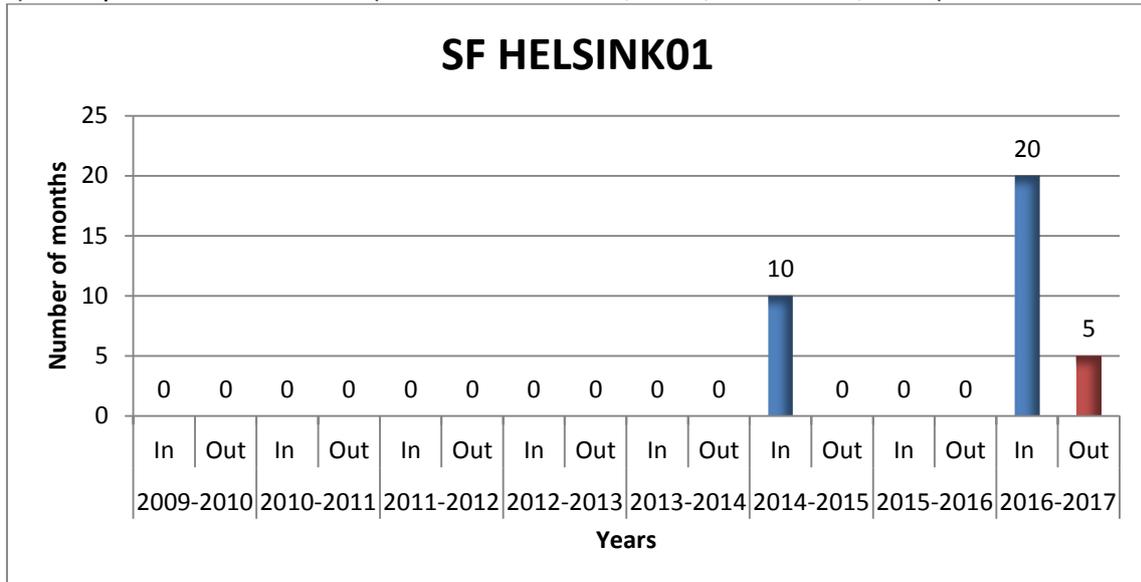
## (SF)



- a) University code: **SF HELSINK01**
- b) Study field: **Master in Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **91<sup>st</sup>**
- e) Language requirement (form agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Requested	B2

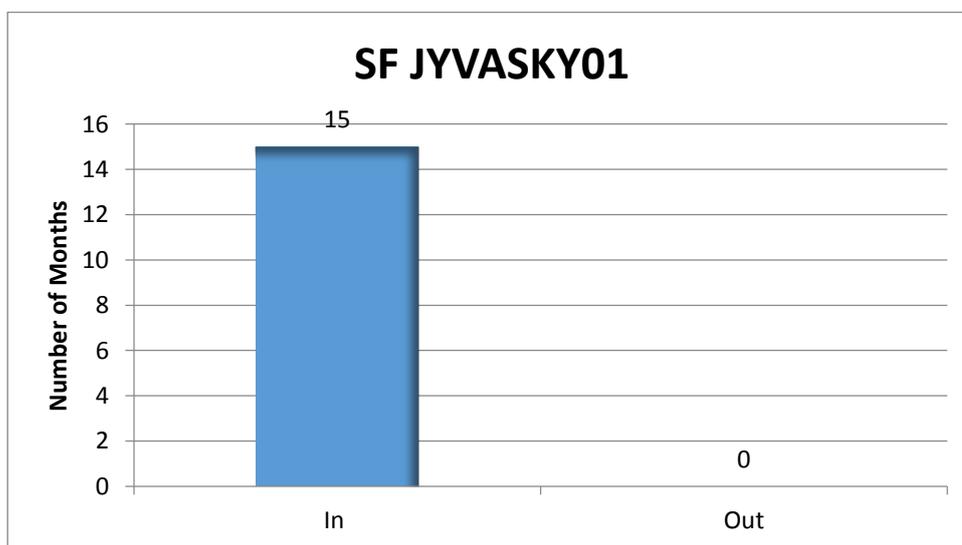
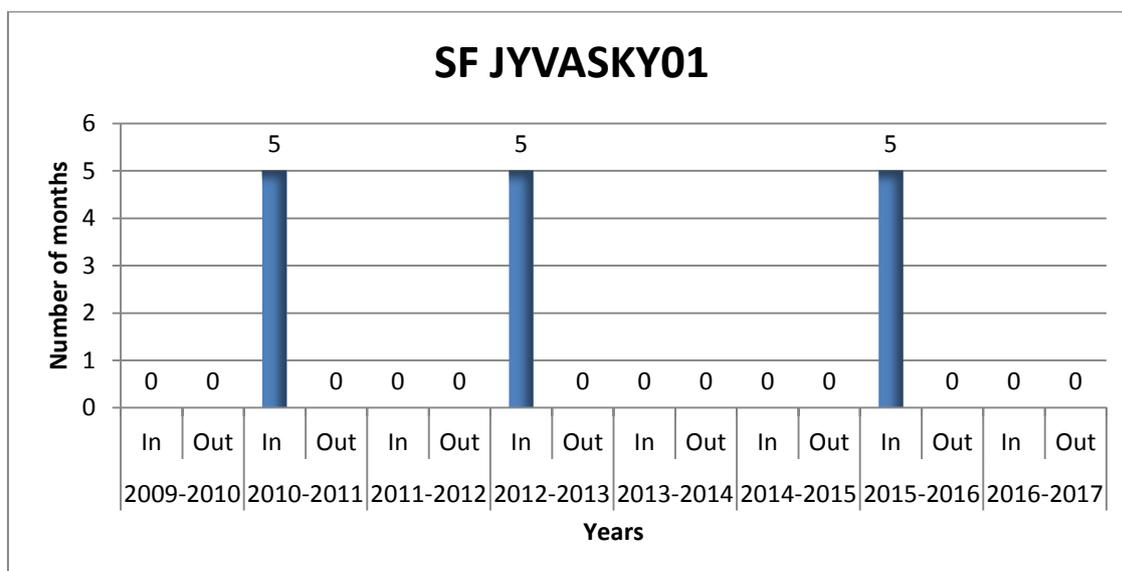
j) List of courses in English: **Master Level**

Term	Course Title	ECTS
1	Advanced Studies in Research Methods	5
2	Advanced Studies in Research Methods: Ideology and Discourse Analysis	5
2	Advanced Studies in Research Methods: Process-tracing as a Qualitative Research Method	5
1	Advanced Studies in Research Methods: Quantitative Methods	5
1	Advanced Studies in Research Methods: Quantitative Methods	5
1	Anthropological Research Problems V	10
1	Comparative Urban Research	5
1	Ethnography Seminar II: Latin America: "Violence, Conflict, and Protest in Latin America"	10
2	Global Ideas of Governance	10
1	History	10
2	Civilizations, Technology and Literacies	5
1	Global Media Industries and Structure	5
1	Theorizing Welfare State	8
1	Theory and Methodology of Research on World Politics	10
1	Advanced Microeconomic Theory I: Decision Theory and Markets	6
1	Advanced Microeconomic Theory II: Pricing	6
2	Advanced Macroeconomic Theory I: Growth and Cycles	6
2	Advanced Macroeconomic Theory II: Short Term Fluctuations	6
1	Advanced Econometrics I: Principles of Econometrics	6
2	Advanced Econometrics II: Time Series and Panel Data Models	6
1	Applied Microeconomics I	6
2	Applied Microeconomics II	6
2	Banking and Finance	6
1	Banking Theory in Macroeconomics	6
1	Bayesian Econometrics	6
1	Behavioral and Experimental Economics	6
2	Competition Policy	6
1	Development Economics I	6
2	Globalization and Growth	6
2	Industrial Organization	6
2	International Trade	6
2	Labor Economics	6
1	Macroeconometrics	6
2	Money and Monetary Policy	6
2	Other Topics: African Economic Development	6
1	Other Topics: History of Economic Growth and Crises	6
2	Other Topics: Investment Decisions in Emerging Markets	6
2	Other Topics: Macroeconomics Policy	6
1	Other Topics: Microeconomics Policy	6
1	Other Topics: Microeconomics Pricing	6
2	Other Topics: Search Theory	6
1	Understanding Economic Models	5
1	Working seminar on World Politics	

- a) University code: **SF JYVASKY01**
- b) Study field: **Master in Cultural Management**
- c) Number of spots: **0,5**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



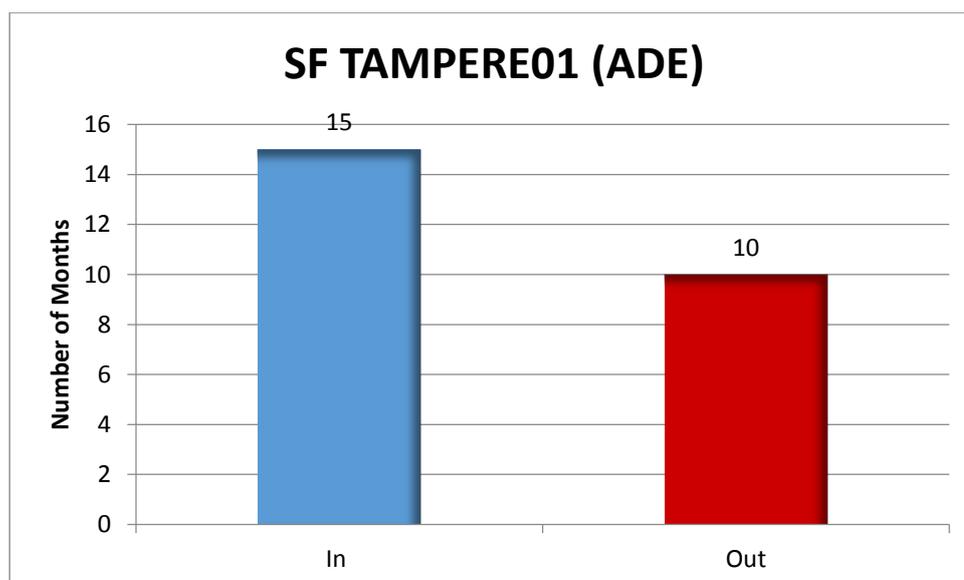
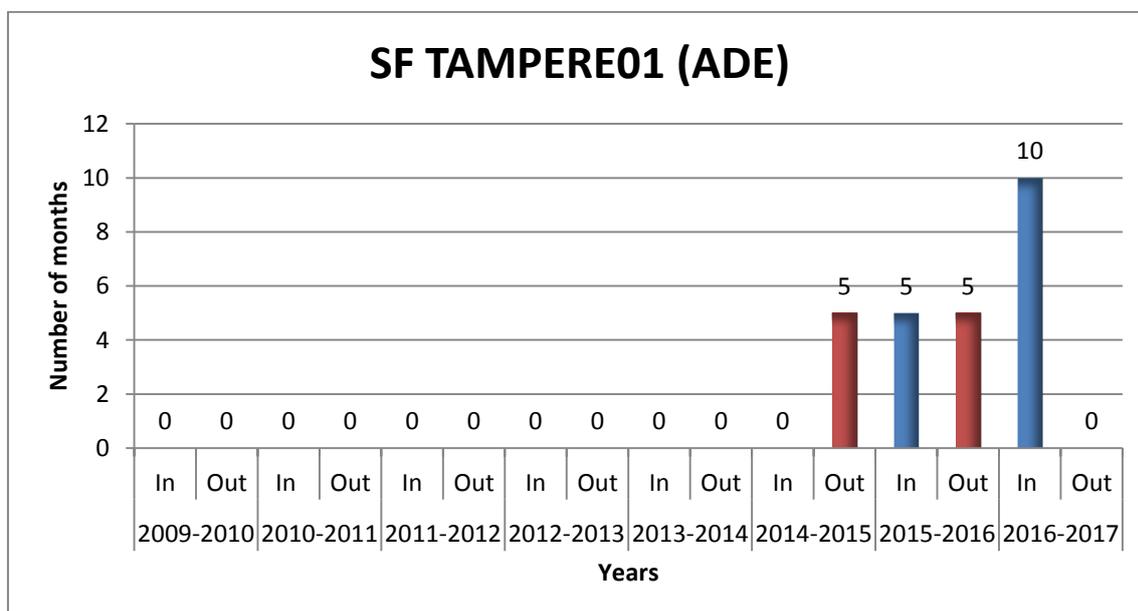
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **SF TAMPERE01**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **501<sup>st</sup> -550<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**

i) Language requirements:

Language	Status	CEFRL
English	Recommended	B2

j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
1	Internal Auditing and Control Systems	5
1	Human Rights Law	5
1	Service Marketing	5
1	Business Ethics – Lectures, assignments and exam	5
1	Management and organizations I (literature)	5
1	Budgeting (Online course)	5
1	From Multilateralism to Global Governance	5
1	New Forms of Violence in a Changing Security-scape	5
1	Member States and EU Policy-Making	5-10
1	The Congress and the Presidency: Legislative-executive Relationship in American Foreign Policy Decision-Making	5
1	Fighting against Social Injustices and Human Rights Violations	5
1	Fighting against Social Injustices and Human Rights Violations	5
1	Demola Project	5
1	Economic renewal of cities and regions	5
1	Organisational Change Dynamics and Management	5
1	Introduction to Risk Management and Insurance	5
1	Responsible Business and Social Accounting	5
1	Business Models	5
1	Monetary Economics	5
1	Management and organizations (literature)	5
1	Budgeting (Online Course)	5
1	Business Ethics (Option 2: independent assignment and exam)	5
1	Readings in Entrepreneurship	5
1	Readings in Strategy	5
1	Integration and Disintegration in Europe: Theory and Practice	5
1	Energy Policy in Transition	5
1	Russian Foreign Policy from Gorbachev to Putin	3-5
1	New Forms of Violence in a Changing Security-scape	5
1	Going, going, gone ? The British EU Referendum of June 23, 2016	10
1	'Democratic Innovations' and the Future of Representative Democracy	5
1	Introduction to the Finnish Political System and Political History	5
1	Political Discourse Analysis	5-10
1	Fighting against Social Injustices and Human Rights Violations	5
1	Voting Behavior and Elections in America	5
1	Fighting against Social Injustices and Human Rights Violations	5
1	Demola Project II	5
1	Knowledge, Business and Work in a Digital Society	5
2	European Union Law	5
2	International Business Law	5
2	Marketing Communications	5
2	Business, Society and Nature	5
2	Management and organizations I (literature)	5
2	Business Ethics	5

2	Readings in Entrepreneurship	5
2	Readings in Strategy	5
2	Trade and Development	5
2	Sino-Indian Issues, Asian Security	5
2	Democracy and Representation	5
2	The personalization of Politics	5-10
2	Globalization and Corporate Responsibility	5
2	Demola Project	5
2	EU Financial Management	5
2	Introduction to Risk Management and Insurance (Spring Semester)	5
2	International Business Law	5
2	Sustainable business practices	5
2	Management and organizations I (literature)	5
2	Business Ethics (Option 2: independent assignment and exam)	5
2	Readings in Entrepreneurship	5
2	Readings in Strategy	5
2	Trade and Development	5
2	Sino-Indian Issues Asian Security	5
2	The Euro Crisis in Perspective	5-10
2	Concepts in Movement: Developing a New Dictionary for Civic Activism	5-10
2	Globalisation and Corporate Responsibility	5
2	Demola Project	5

k) List of courses in English: **Master Level**

Term	Course Title	ECTS
1	Advanced Course in Corporate Finance	5
1	Management Accounting and Human Behaviour	10
1	Risk Management and Supervision of Insurance Institutions	5
1	Member States and EU Policy-Making	5-10
1	International Relations Methods II	5
1	Exploring Politics of Gender and Sexuality across the Finnish-Russian Border I: Art/Research Workshop	5
1	Dictatorship and Democracy	5
1	Performance Management in Public Organizations	5
1	Advanced Course in Corporate Finance	5
1	Service Management	5
1	Management Accounting and Human Behaviour	10
1	Political Discourse Analysis	5-10
1	Going. going. gone? The British EU Referendum of June 23, 2016	5-10
1	International Relations Methods II	5
1	Bilateral and Multilateral Political Dynamics in Northern Europe	5
1	Russian Foreign Policy from Gorbachev to Putin	3-5
1	Dictatorship and Democracy	5
2	Europe in Transition	5
2	Research on Public Management and Organizations	5
2	Institutions. Innovation and Economic Renewal	10
2	Strategic Management Accounting and Control	10
2	Behavioral Finance	5
2	Networks in Service Business	5
2	Trade and Development	5

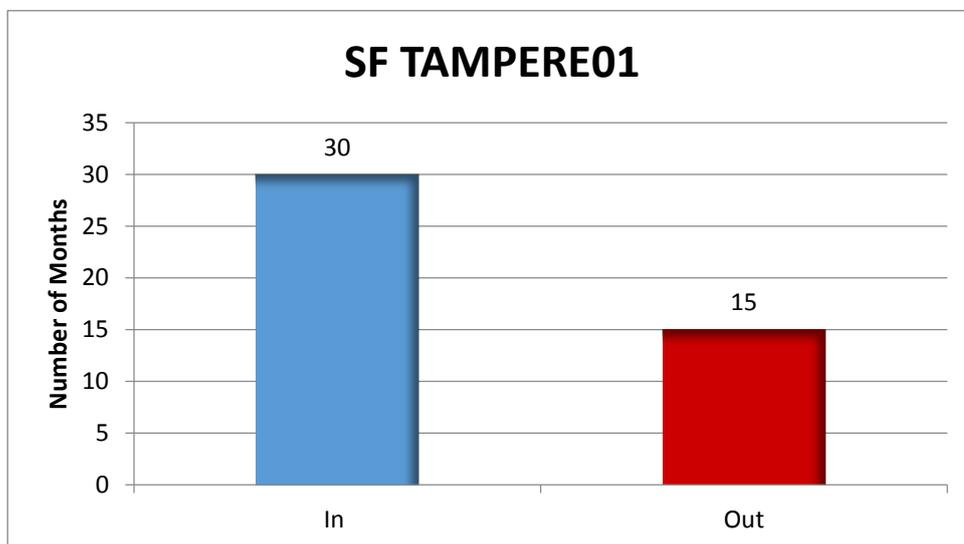
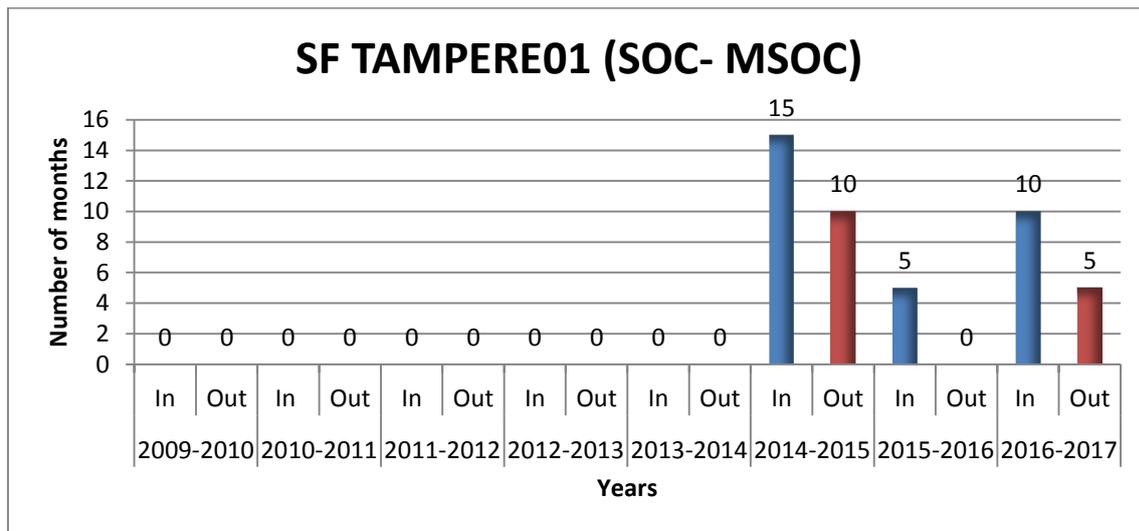
2	The Personalisation of Politics	5-10
2	Non-Western IR approaches and the conflict sensitive international order	5
2	RETURN TO PEACE after Civil War: Violence, Conflicts and peaceful change	5
2	Research on Public Management and Organizations	5
2	Institutions. Innovation and Economic Renewal	10
2	Practices of Strategic Leadership	5
2	Investment Management in Insurance Institutions	5
2	Trade and Development	5
2	Stepping Stones to Working Life in the Field of EU-Russia Relations (STEPIN)	5
2	The Euro Crisis in Perspective	5-10
2	Concepts in Movement : Developing a New Dictionary for Civic Activism	5-10
2	RETURN TO PEACE after Civil War: violence, conflicts and peaceful change	5
2	Research Workshop: 'The Practice Turn in International Relations: Emerging Research in Security, Diplomatic, and Peace Studies'	2



- a) University code: **SF TAMPERE01**
- b) Study field: **Sociology and Master in Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **501<sup>st</sup> -550<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Recommended	B2

f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

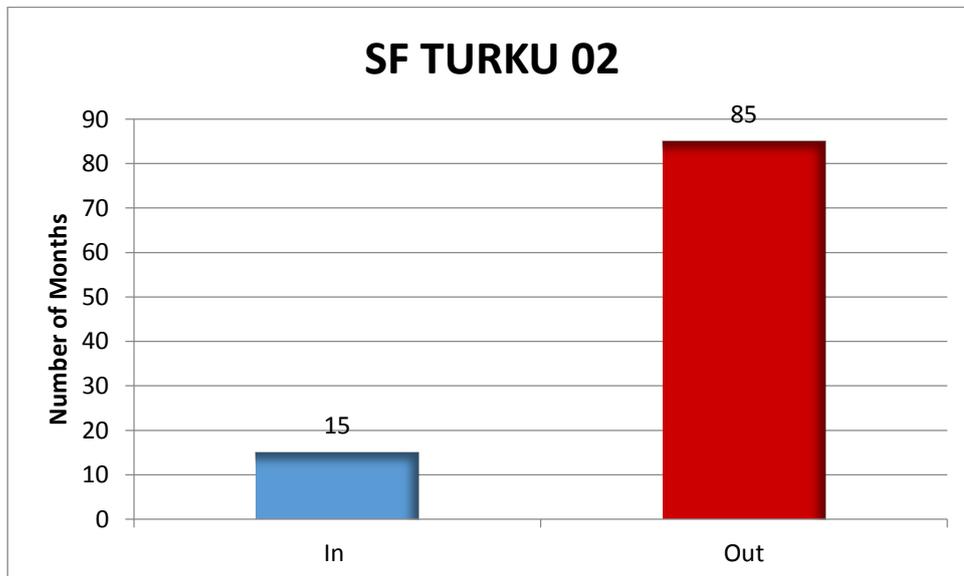
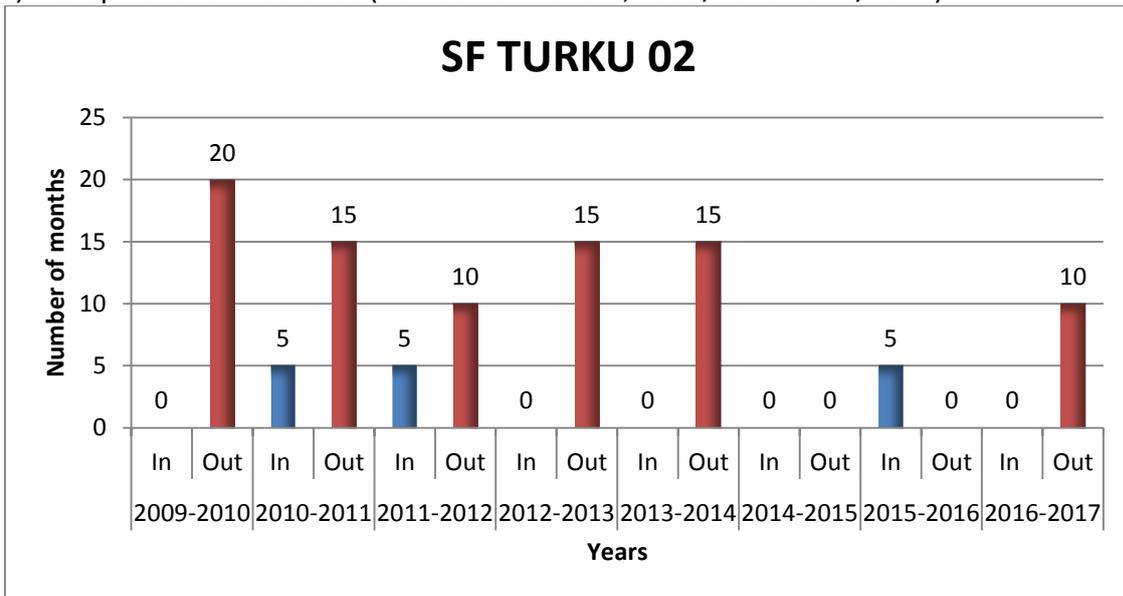


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **SF TURKU 02**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **234<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL
English	Mandatory	B2 / 78 TOEFL / 7.0 IELTS

j) List of courses in English: **Bachelor- Level**

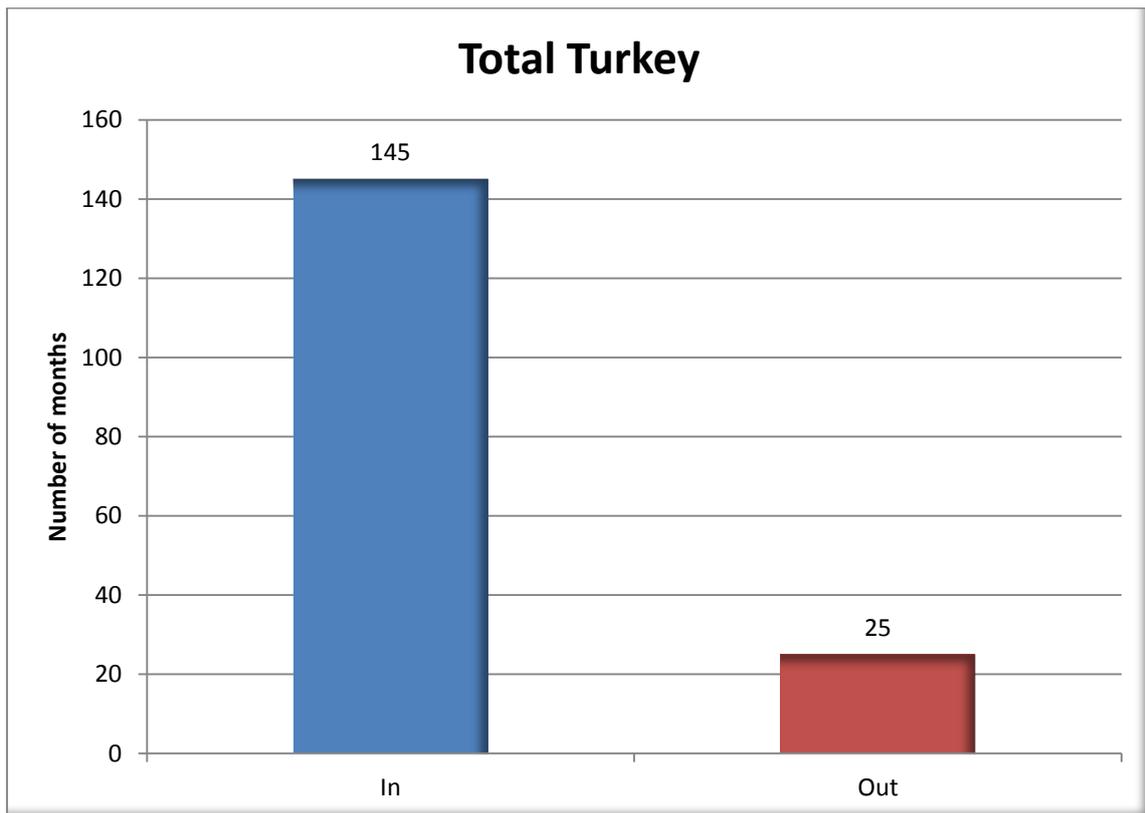
Term	Title	ECTS
1	Knowledge Management	5
1	Introduction to Marketing	5
1	International Business, a European perspective	5
1	Cost Accounting	5
1	Management Science and Inventory Analysis	5
1	Creative Business and the creative economy	5
1	B2B-marketing in an international context	5
1	N.Y Let´s Innovate	5
1	Financial Accounting	5
1	Introduction to the Digital Economy	5
2	Financial Economics I	5
2	User-centered design of information systems	5
2	Sustainable business	5
2	Development of digital services	5
	B2B- marketing in an International Context	5
	Creative Business and the Creative Economy	5
	Management of Industrial Brands	5
	Supply Chain Management	5
	Change Management	5
	Philosophy of Science	5
	Internship in information and knowledge management	5

k) List of courses in English: **Master - Level**

Term	Title	ECTS
1	International Marketing in Business Networks	5
1	Introduction to Information and Knowledge management	5
1	IT Governance and Strategic Management of IT	5
1	Multicriteria Decision Modelling in Problem Solving	5
1	Advanced Management Accounting	5
1	Intercultural Marketing Management	5
1	Big Data Analytics and Management	5
1	Digital Economy and Digital Services: project course	5
1	Game Theory	5
2	Management of Industrial brands	5
2	Financial Economics III	5
2	Game Theory	5
2	Digital value services	5
2	Competitive intelligence	5
2	Information management	5



# Turkey (TR)

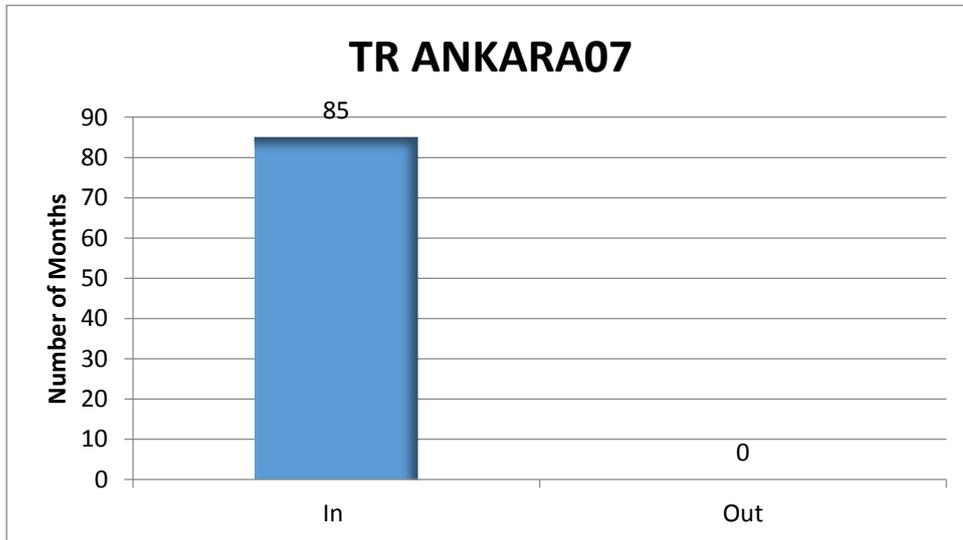
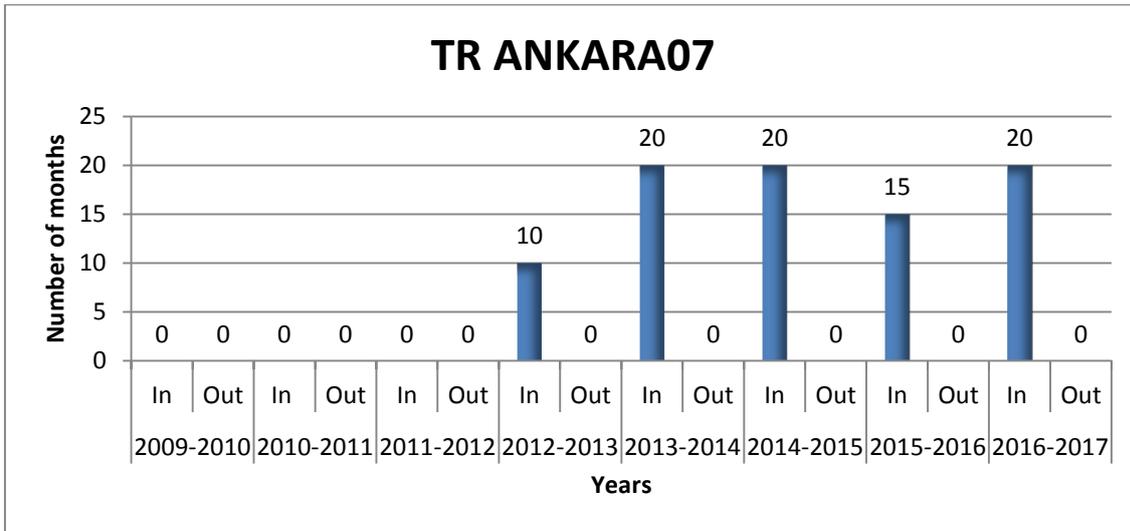




- a) University code: **TR ANKARA07**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



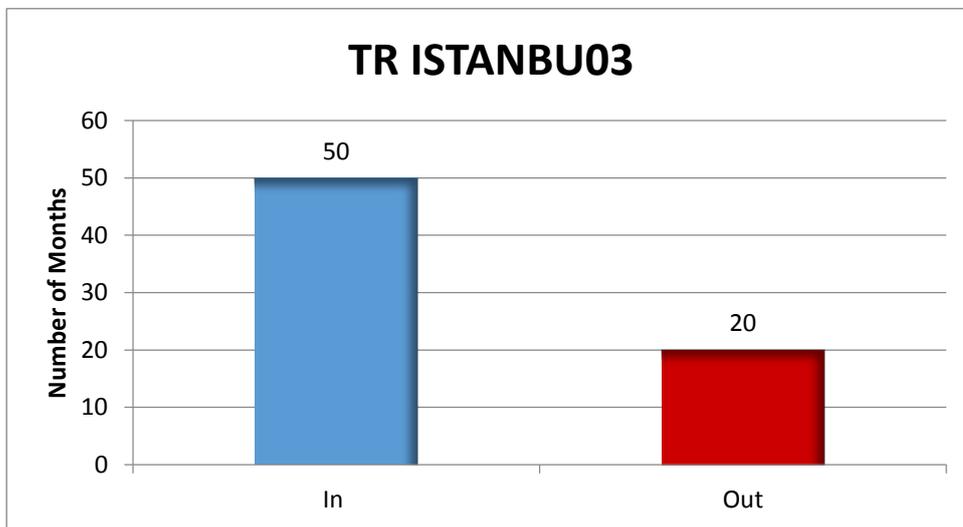
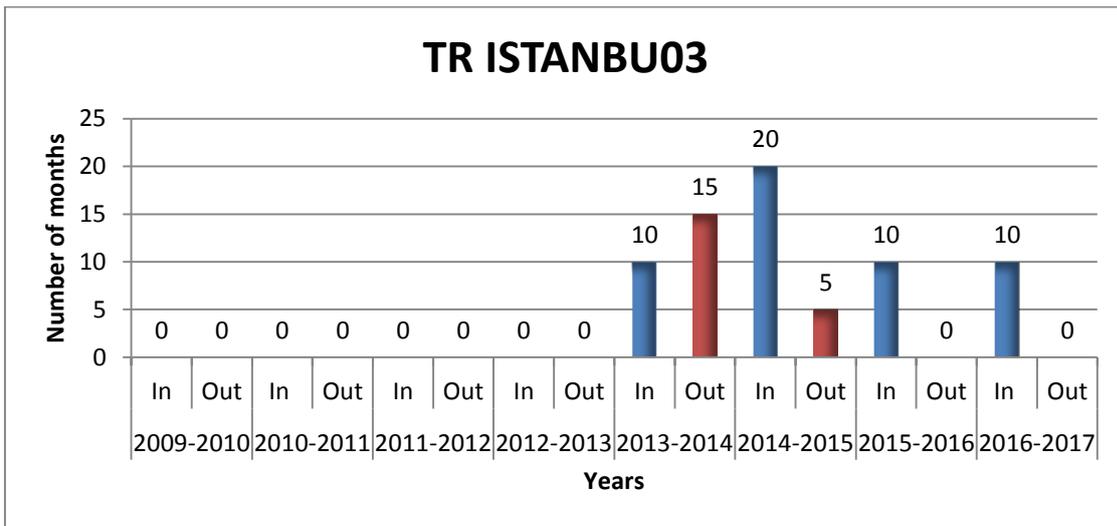
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **TR ISTANBU03**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



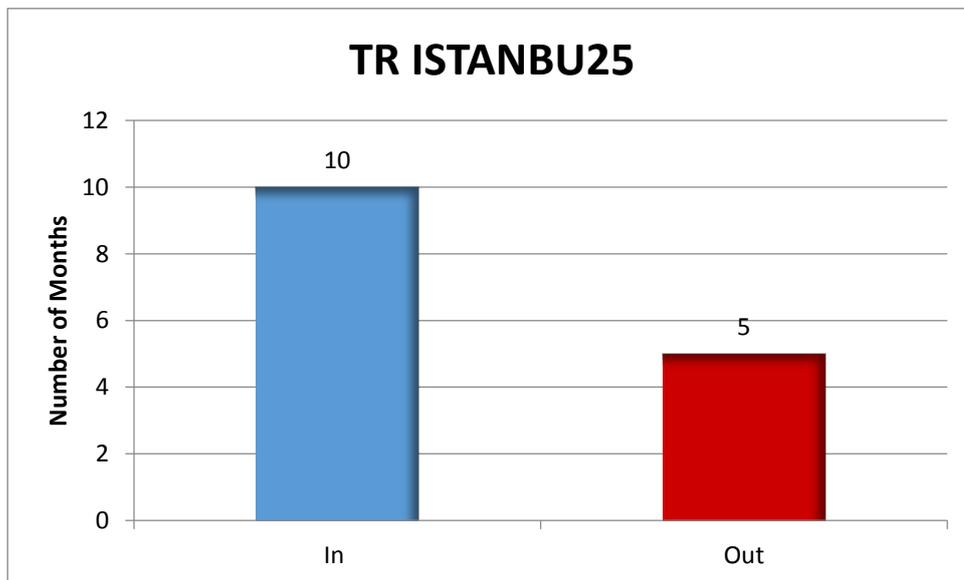
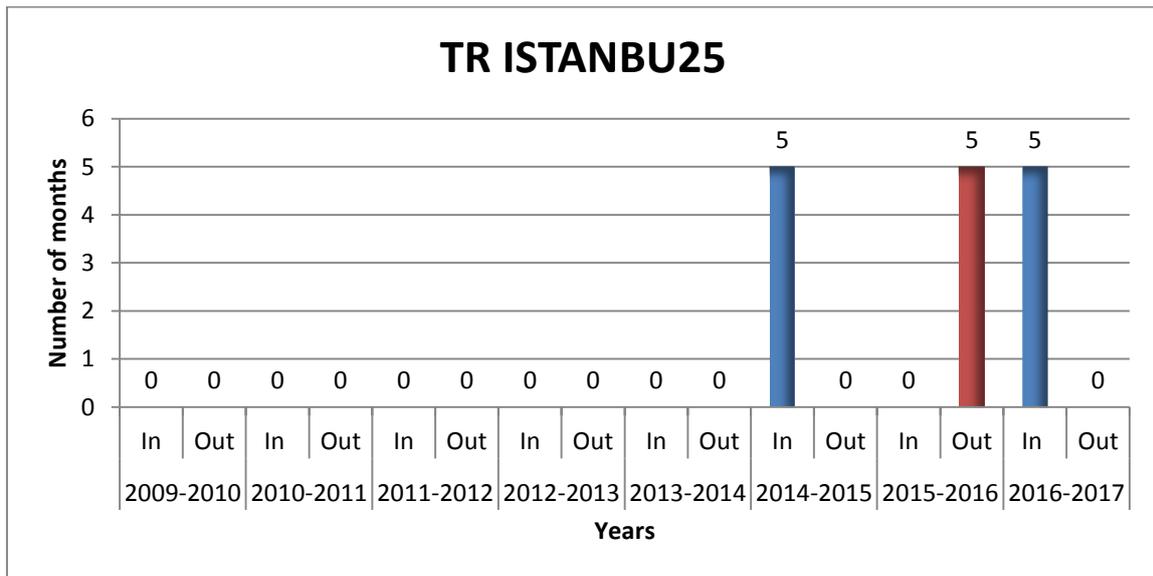
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **TR ISTANBU25**
- b) Study field: **Business, Economics and Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (for agreement):

Language	Status	CEFR
English	Recommended	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



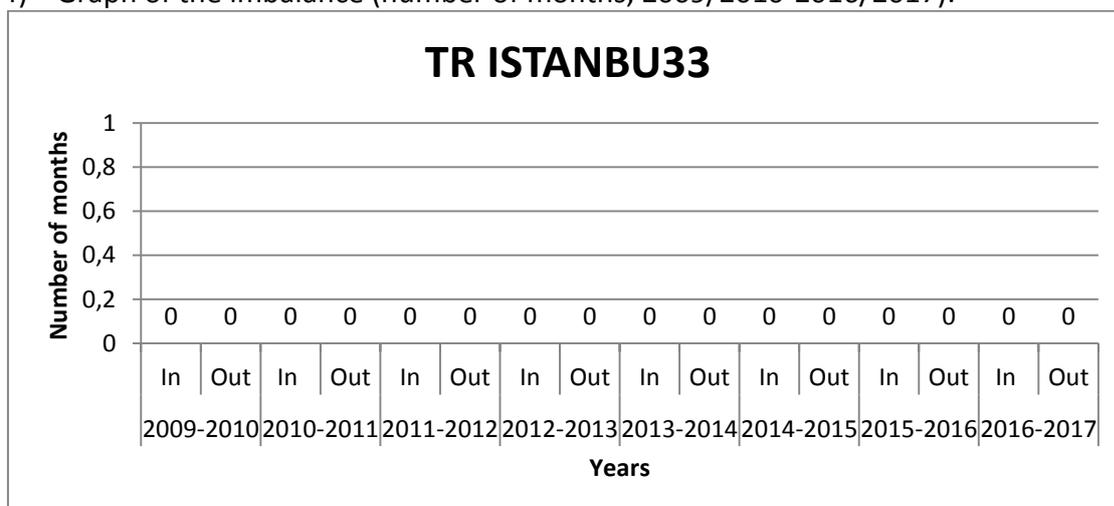
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **TR ISTANBU33**
- b) Study field: **Sociology**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

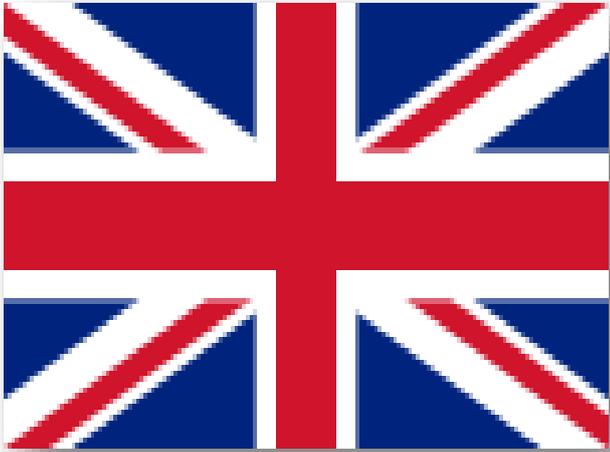
Language	Status	CEFRL
English	Mandatory	B1

- j) List of courses in English: **Bachelor Level**

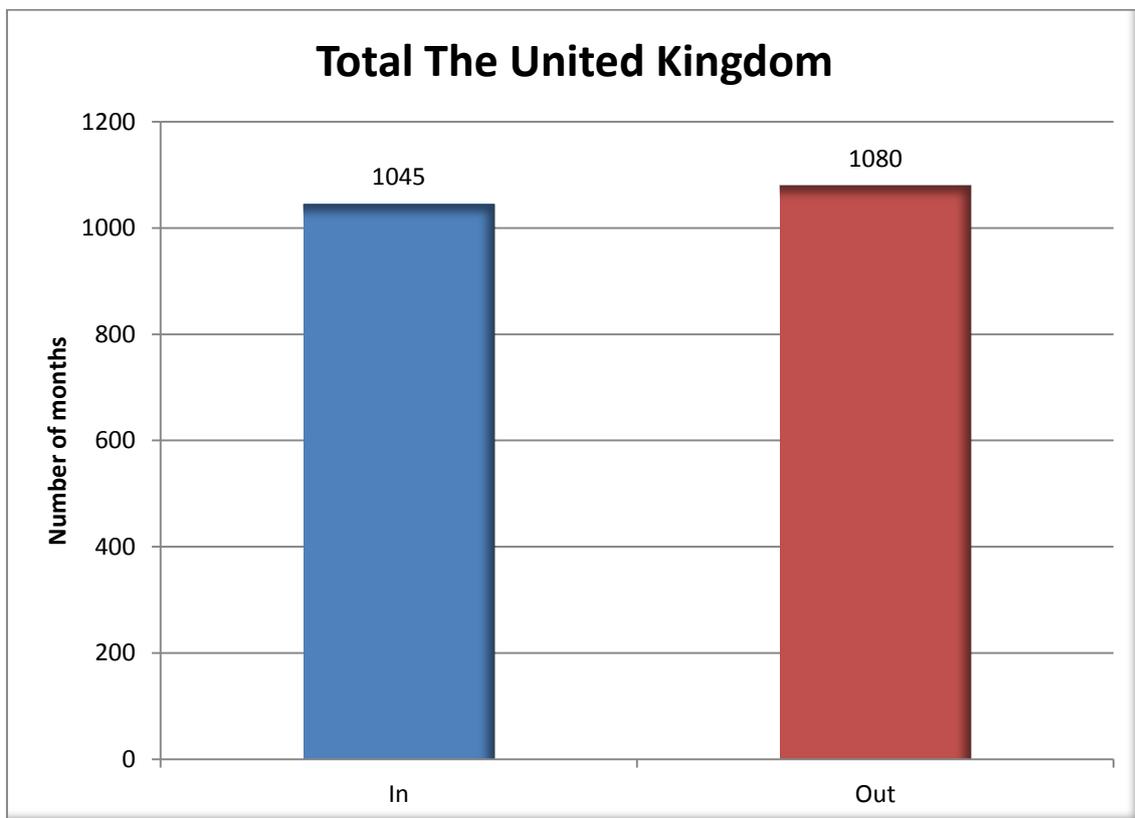
Term	Title	ECTS
1	Exploring Istanbul	5
1	Textual Analysis and Effective Communication	5
1	Understanding Society and Culture	5
1	World Civilizations and Global Encounters: Until 1300 CE	5
1	Formations of Modern Turkey I	5
1	Sociological Imagination	6
1	Research Methods	7
1	Social Anthropology	6
1	Political Sociology	7
1	Social Theory I: Classics	6
1	Development of Sociology in Turkey	6
1	Economic Sociology	6
1	Sociology of Religion	6

1-2	Understanding Science and Technology	5
1-2	Understanding Nature and Knowledge	5
1-2	Understanding Science and Environment	5
1-2	Understanding Human Nature	5
1-2	Understanding Religion	5
1-2	Understanding Cultural Encounters	5
1-2	Understanding Art and Architecture	5
1-2	Understanding Ethics	5
1-2	Introduction to Media and Communication Studies	6
1-2	Ethnography in/of Media	6
1-2	Social Stratification	6
1-2	Sociology of the Family	6
1-2	International Migration in a Globalized World	6
1-2	Power and Inequality	6
1-2	Population and Society	6
1-2	Social Movements	6
1-2	Welfare and Social Policy	6
1-2	Sociology of Law	6
1-2	Environmental Sociology	6
1-2	Contemporary Political Ideologies	6
1-2	Ottoman-Turkish Modernization	6
1-2	Nations and Nationalism	6
1-2	Social Networks	6
1-2	Sociology of Agriculture and Food	6
1-2	Nationalism and Ethnicity	6
1-2	Public Space and the Contemporary City	6
1-2	Citizenship, Multiculturalism and Globalization	6
1-2	Introduction to New Media	6
1-2	Urban Studies: Contemporary Approaches	6
1-2	Data Analysis	6
1-2	Sociology of the Heritage of Islam	6
1-2	Historical-Geographical Perspectives on Urban Studies	6
1-2	Sociology of Contemporary Muslim Experiences	6
1-2	Philosophy of Science	6
1-2	Selected Topics in Anthropology	6
1-2	Political Anthropology	6
1-2	Advanced Social Psychology	6
1-2	Sociology of Everyday Life	6
1-2	Understanding Globalization and Localization	6
1-2	Globalization	6
1-2	Identity, Culture and Ethnicity in Turkey	6
1-2	Gender and Society	6
1-2	Globalization and the Muslim World	6
1-2	Europe and Islam	6
1-2	Anthropology of Information Technology	6
1-2	Urban Ethnography	6
1-2	Comparative Sociology of Religions	6
1-2	Research Seminar on Concepts in Historical Change	6
1-2	Europe, the enlightenment and Modernity	6
1-2	Society, Power and Justice in the Middle East	6

1-2	Introduction to Urban Research Methods	6
1-2	Education and Society	6
1-2	Sociology of Labor and Employment	6
1-2	Anthropology of Health and Illness	6
1-2	Comparative Study of Revolutions	6
1-2	Current Issues in Sociology	6
1-2	Special Topics in Urban Studies	6
1-2	Selected Topics in Sociological Theory	6
1-2	Advanced Topics in Methodology	6
1-2	Recent Developments in Social Research	6
1-2	Independent Research in Sociology	6
2	Understanding Politics and Economy	5
2	World Civilizations and Global Encounters: Since 1300 CE	5
2	Textual Analysis and Academic Writing	5
2	Formations of Modern Turkey II	5
2	Statistics	7
2	Sociology of Work and Organizations	6
2	Urban Sociology	6
2	Social Psychology	6
2	Social Theory II: Contemporary Sociology	6
2	Social Change and Modernization	6
2	Historical Sociology	6



# The United Kingdom (UK)

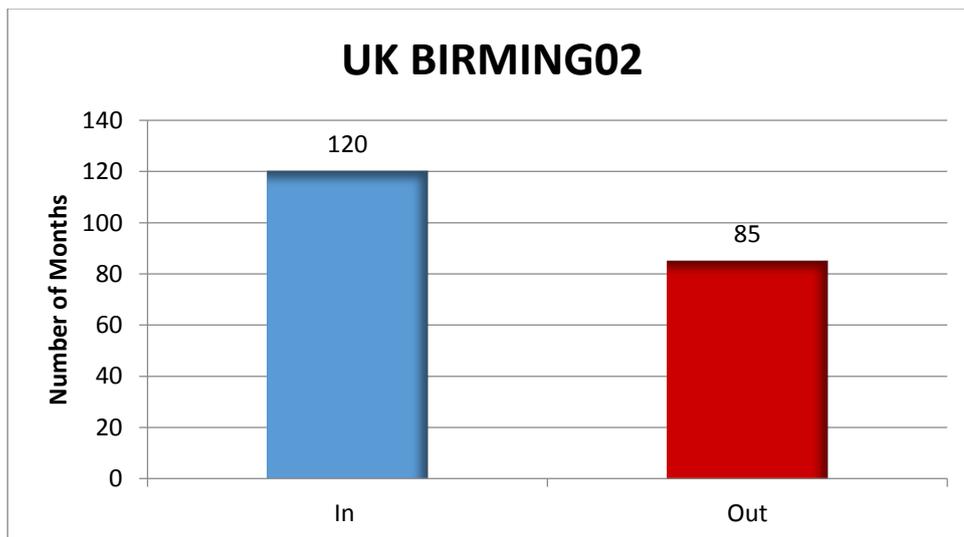
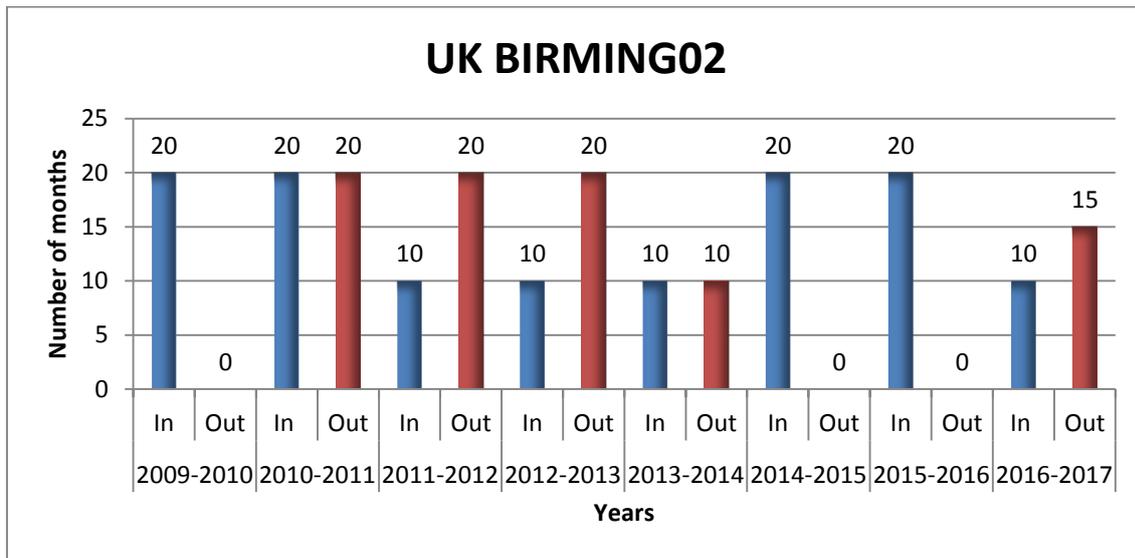




- a) University code: **UK BIRMING02**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **51<sup>st</sup> -100<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	TOEFL: 88 / IELTS: 6,5

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

# UNIVERSITY OF THE WEST OF ENGLAND BRISTOL

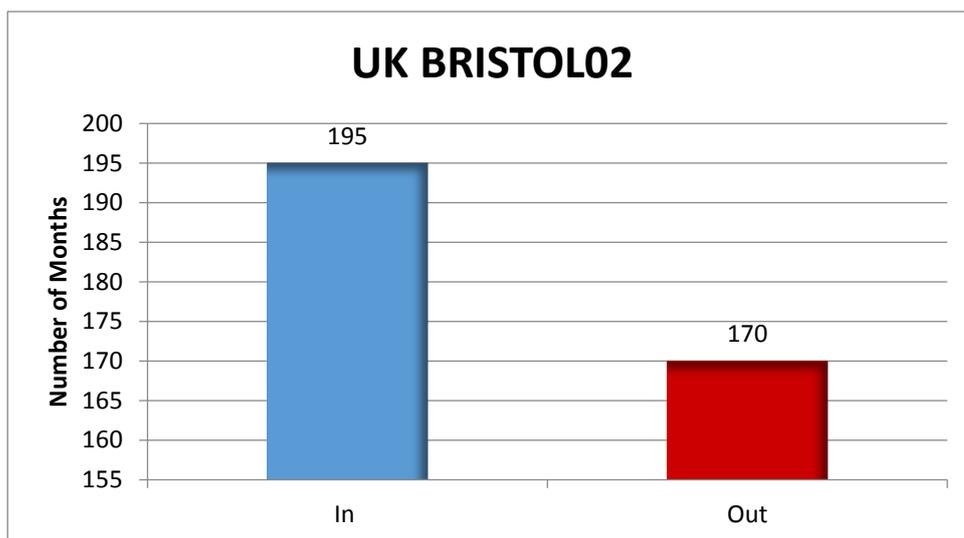
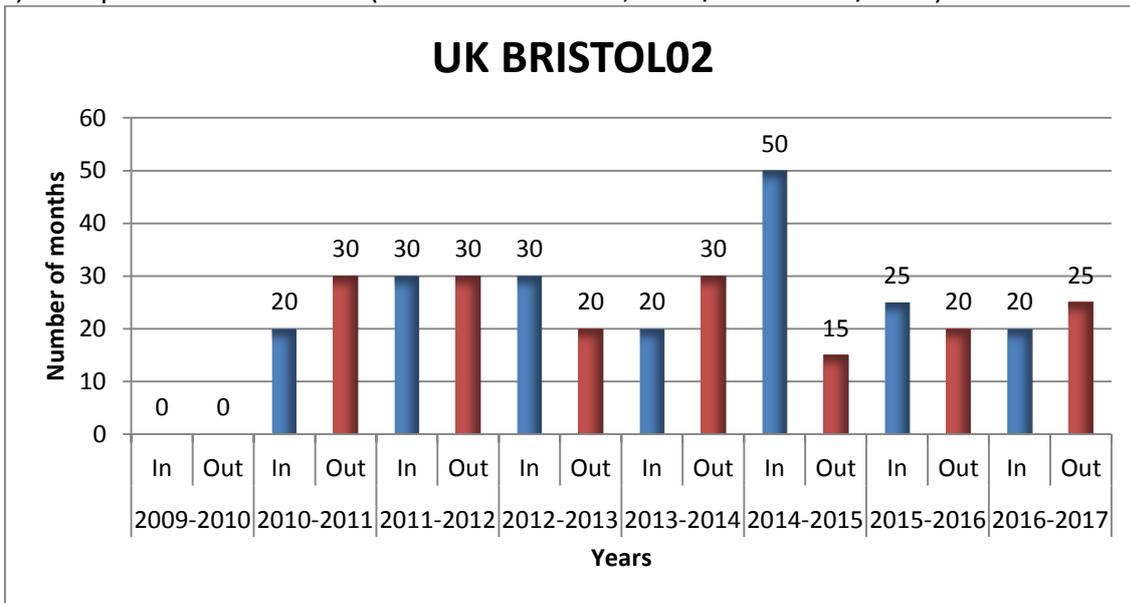


University of the West of England

- a) University code: **UK BRISTOL02**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	MANDATORY	B1-B2	EU student: Home University, Non EU student: IELTS certificate for visa application

i) List of courses in English: **Bachelor Level**

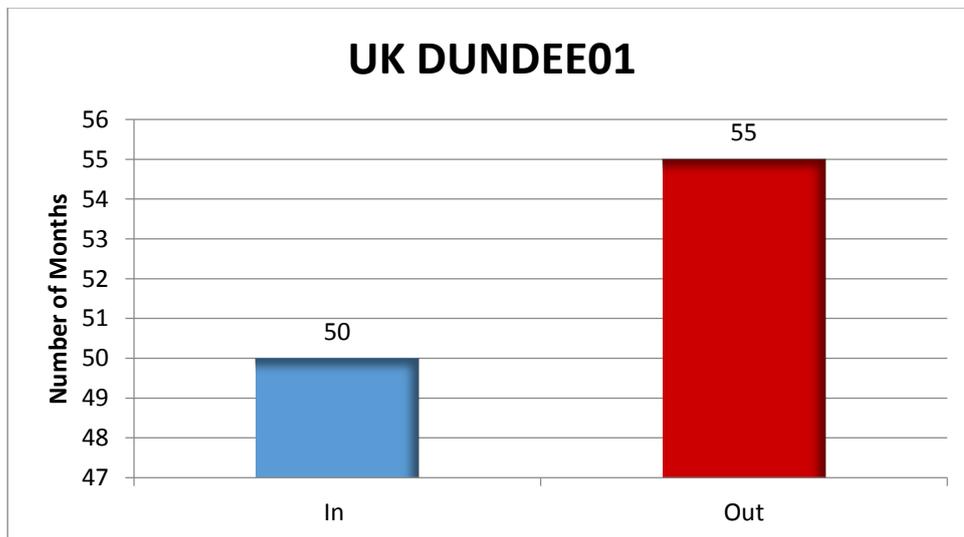
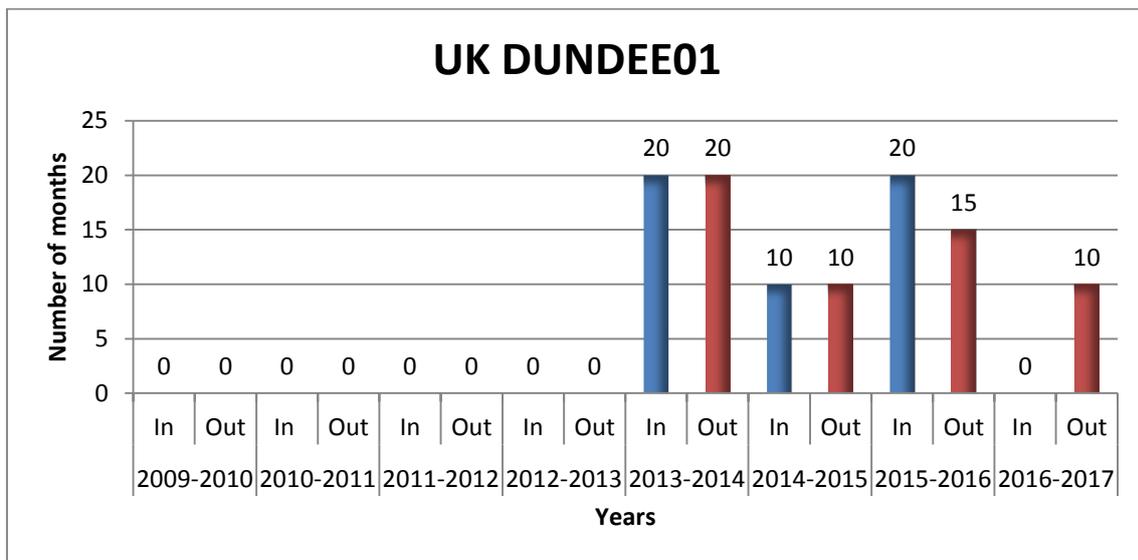
Term	Title	ECTS
1	Managing People*	15
1	Managing Business Processes*	7.5
1	International Business*	7.5
1	Employment Relations*	7.5
1	Theory and Practice of Organisations*	7.5
1	Consumer Behaviour & Professional Practice**	15
1	Managing Business Processes**	7.5
1	Applied Marketing Practice**	7.5
1	Managing People***	15
1	Managing Business Processes***	7.5
1	Principles of Taxation ***	7.5
1	Corporate Finance***	7.5
1	Managing People ****	15
1	Managing Business Processes****	7.5
1	Economic Theory, Policy & Applications****	7.5
2	Methods of Enquiry*	15
2	Accounting Information for Business*	7.5
2	Market Analysis for Private Investors*	7.5
2	International Trade and Multinational Business*	7.5
2	Good Business, Bad Business & Sustainability*	7.5
2	Integrated Marketing Communications*	7.5
2	Management Communication & Decision-Making*	7.5
2	Law & Equality at Work*	7.5
2	Entrepreneurship & Small Business*	7.5
2	Credit Management: Theory and Practice*	7.5
2	Digital Business Management*	7.5
2	Intercultural Communication*	7.5
2	Methods of Enquiry**	15
2	Financial Aspects for Marketing, Events & Tourism**	7.5
2	Integrated Marketing Communications**	7.5
2	Methods of Enquiry ***	15
2	Managerial Accounting & Finance***	7.5
2	Markets Analysis for Private Investors***	7.5
2	Business Law***	7.5
2	Credit Management Theory & Practice***	7.5
2	Good business, Bad business and Sustainability***	7.5
2	Methods of Enquiry	15
2	Managerial Accounting & Finance	7.5
2	Good Business, Bad Business and Sustainability	7.5
2	International Trade & Multinational Business	7.5

\*/\*\*/\*\*\*/\*\*\*\* There are four streams offered and students are only allowed to pick modules from **one** of the four streams per semester due to timetabling conflicts.

- a) University code: **UK DUNDEE01**
- b) Study field: **Economics**
- c) Number of spots: **4 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



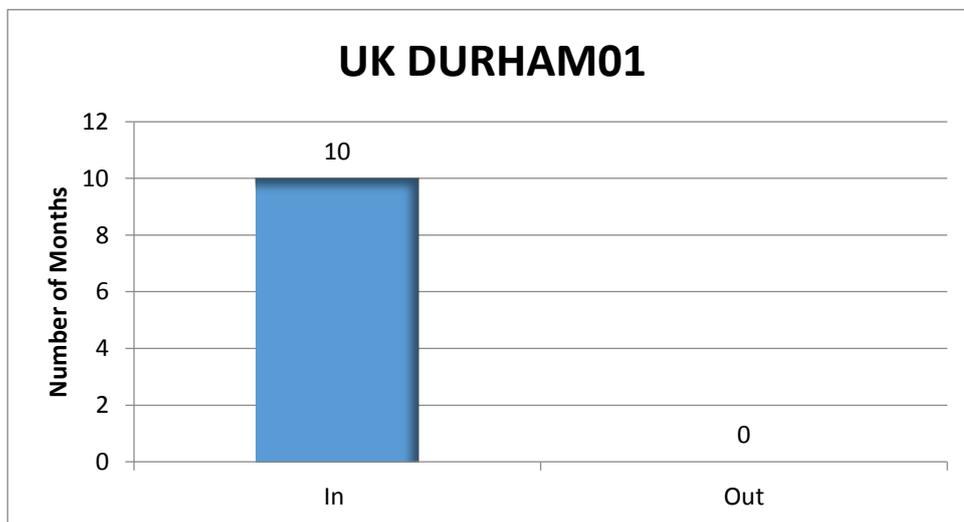
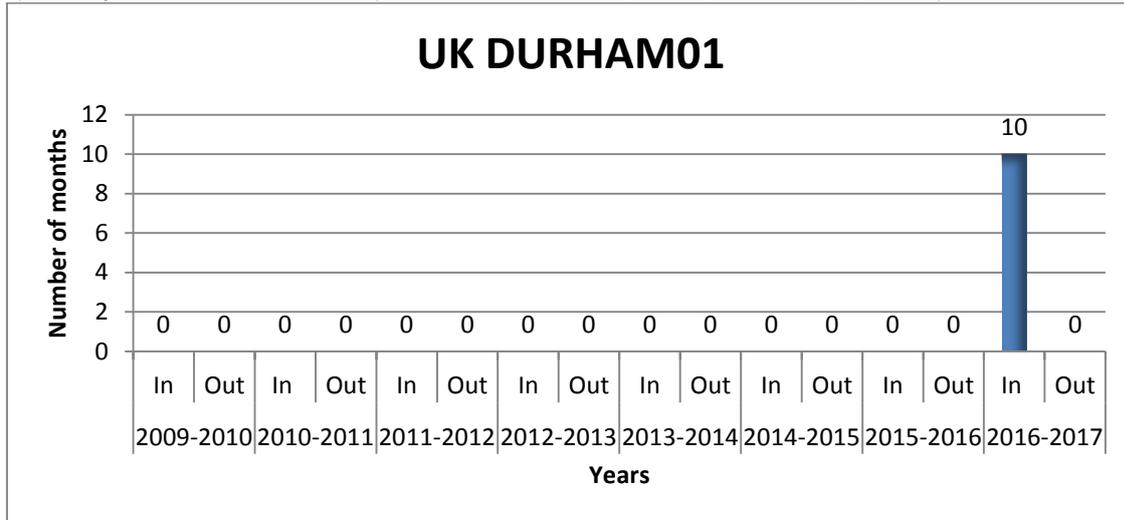
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **UK DURHAM 01**
- b) Study field: **Business and Economics**
- c) Number of spots: **3**
- d) QS World University rankings: **74<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	C1

f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

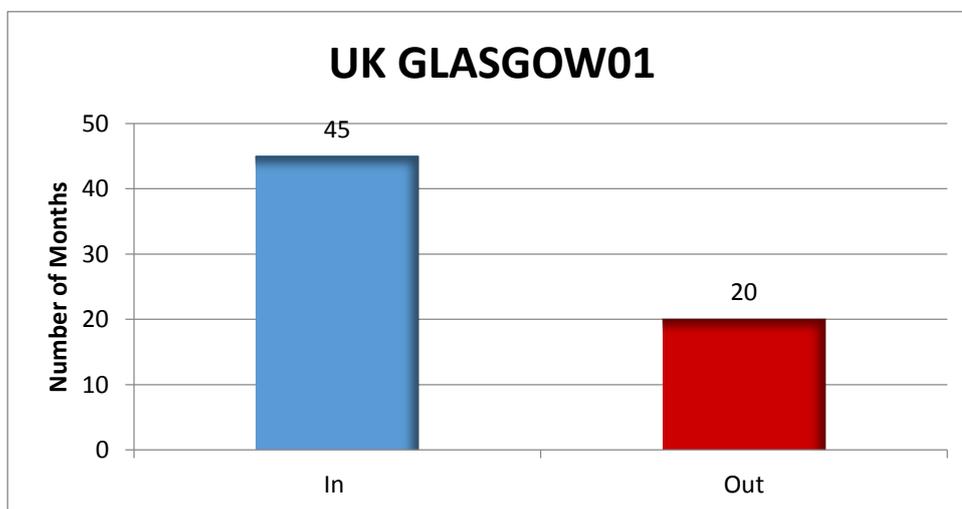
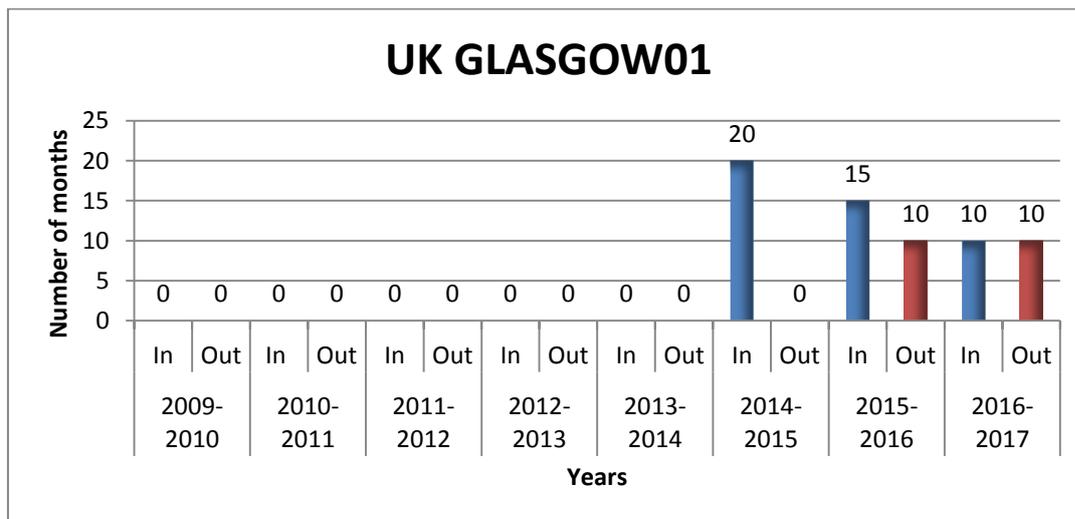


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK GLASGOW01**
- b) Study field: **Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **63<sup>rd</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

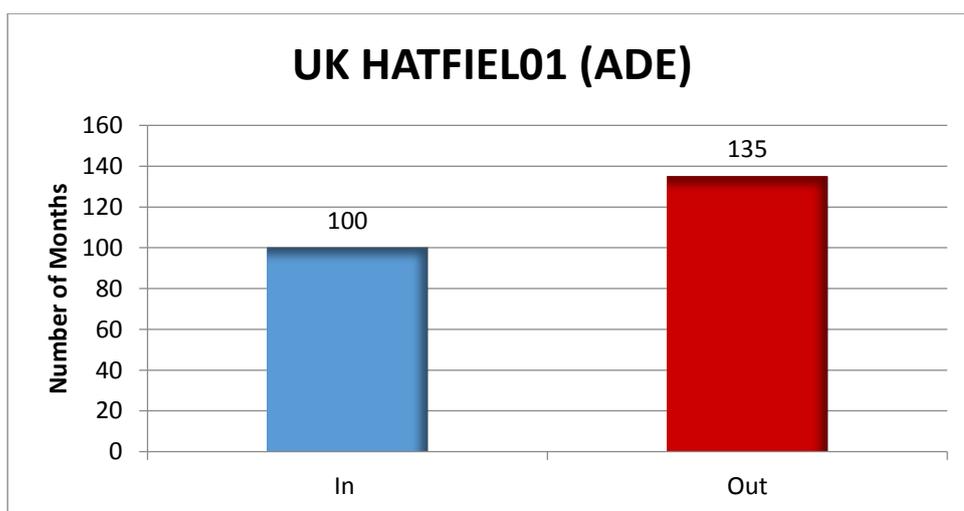
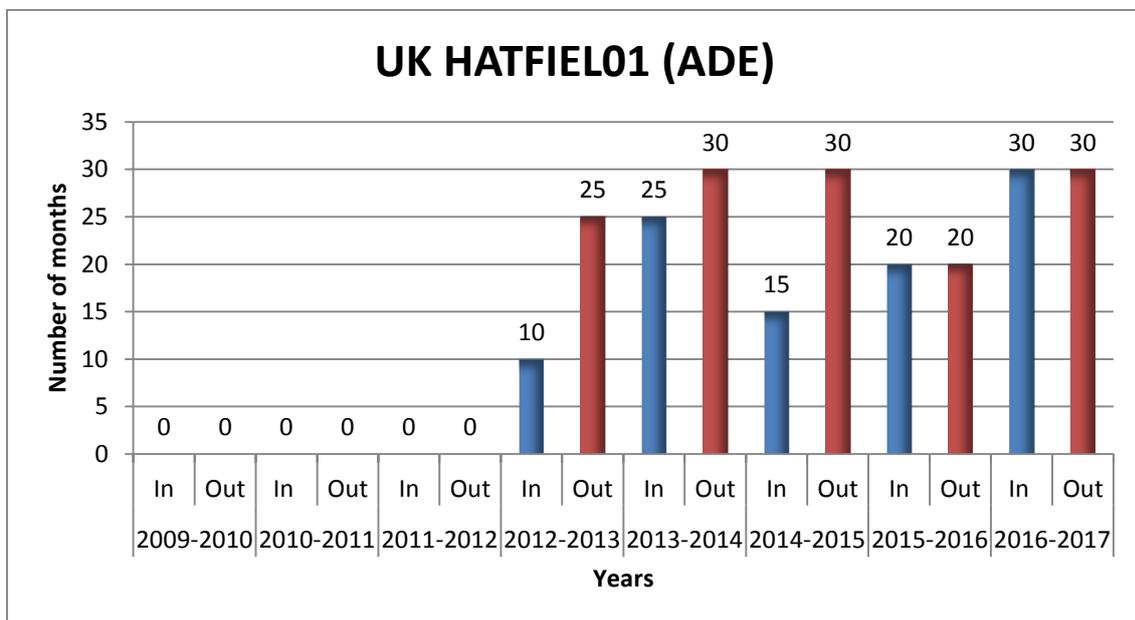


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK HATFIEL01**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **701+**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

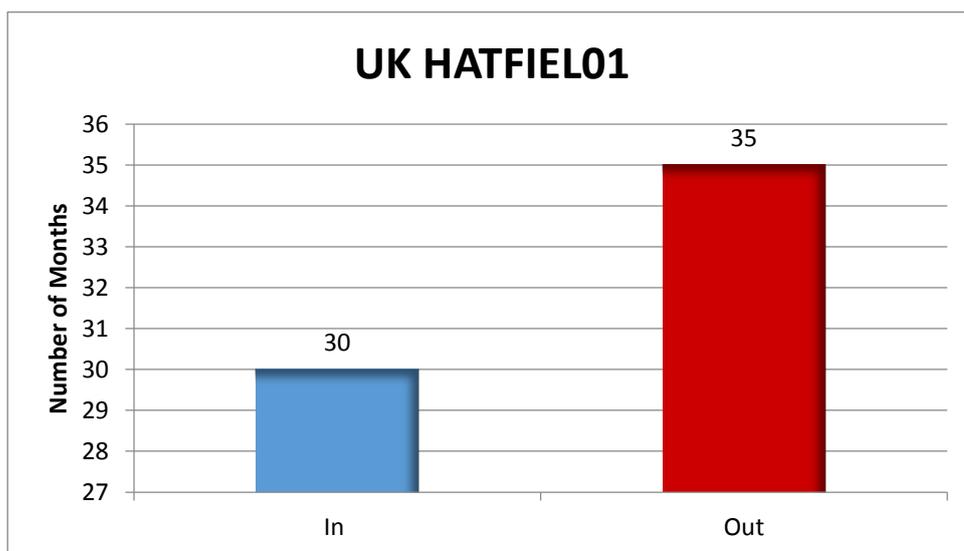
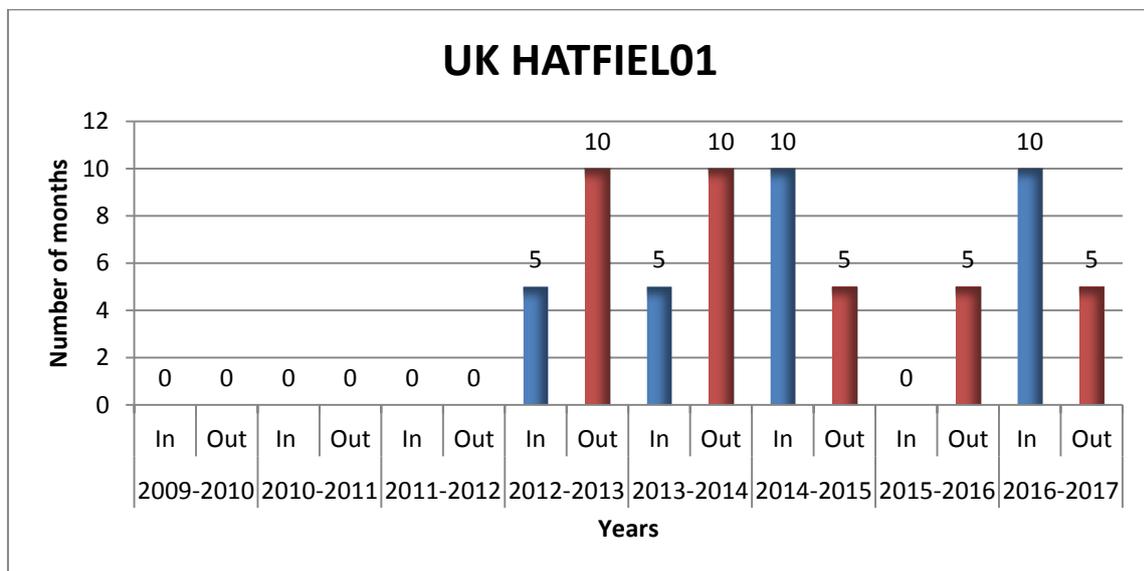


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK HATFIEL01**
- b) Study field: **Economics**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **701+**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

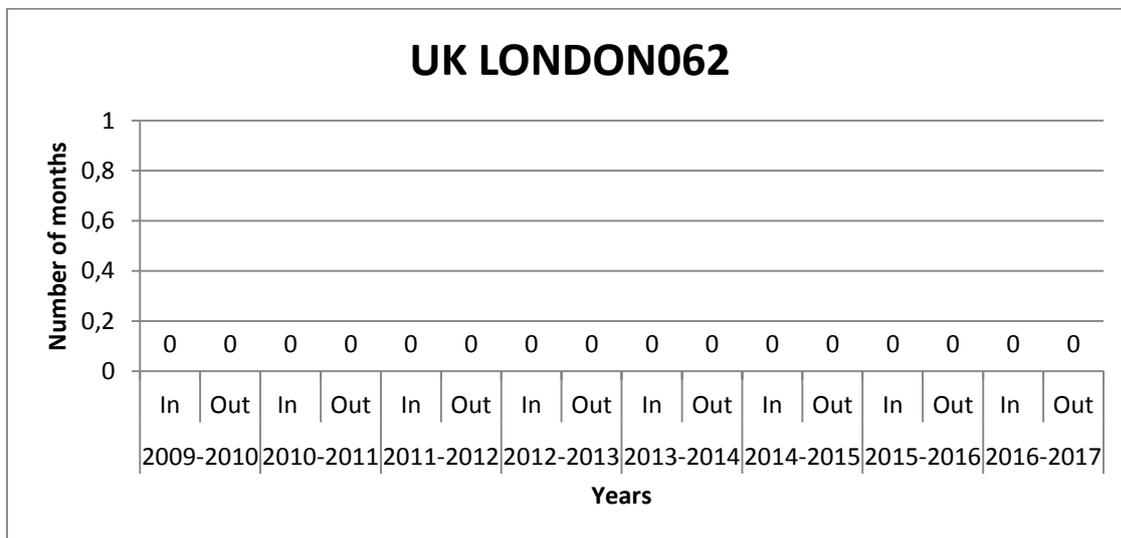


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK LONDON62**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

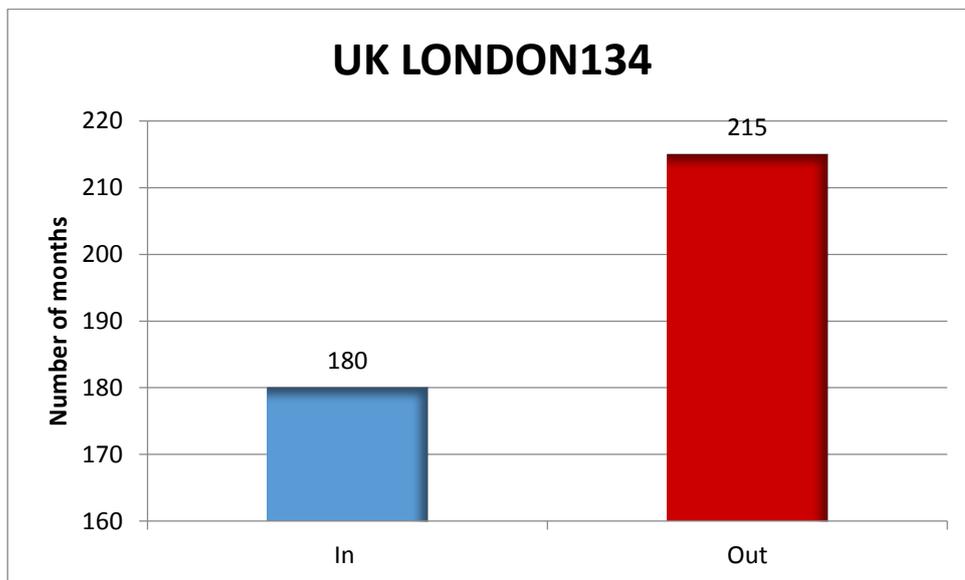
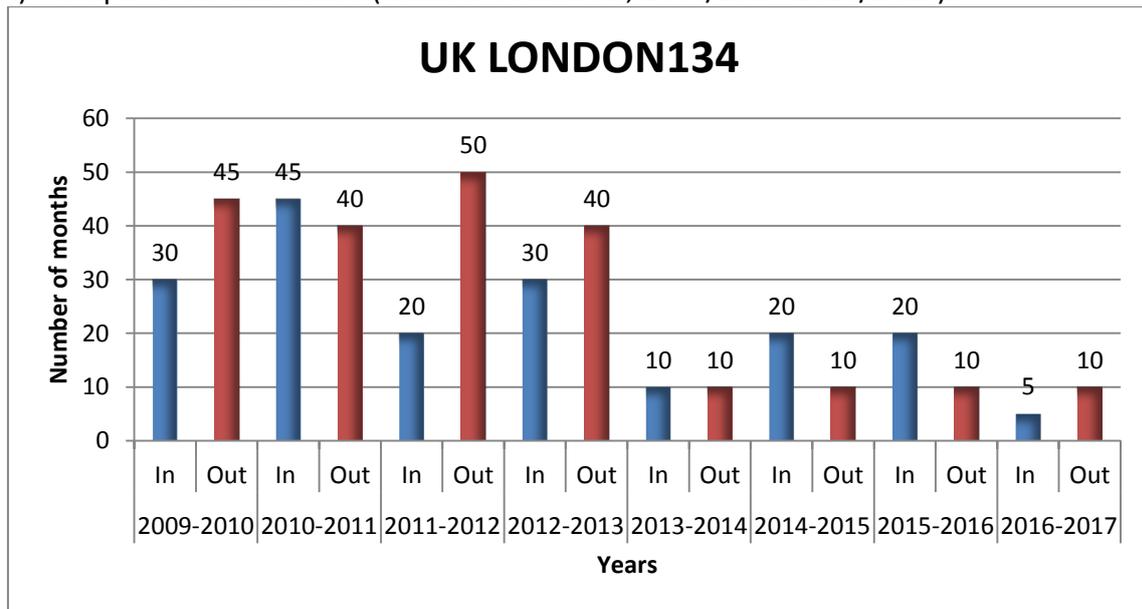


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK LONDON134**
- b) Study field: **Business**
- c) Number of spots: **4 (8)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes** but they have to get all the courses from a same level (either master or undergraduate one)
- h) Language requirements:

Language	Status	CEFR
English	Requested	B2 / IELTS : 6.5

i) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
1	Cross Cultural Perspectives in Management	5
1	Luxury Brand Management & International Events	5
1-2	London Global City: Culture, History and Society	10
1-2	London Global City: Creativity and Design	10
1-2	London Global City: Business and Enterprise	10
1-2	Introduction to the Events Planning Industry	10
1-2	Introduction to Marketing for the Events Industry	10
1	Design Management Practice and Theory	5
1	Branding	5
1	Marketing Communications	5
1	Market research	5
1	Sustainability-led Marketing	5
1	Business Planning in Global Context	5
1	Managing Uncertainty	5
1	Corporate Responsibility	5
1	Environmental Sustainability	5
1	Introduction to Business Law	5
1	Macroeconomic Analysis: A Basis for International Comparison	5
1	Emerging Technologies for Business	5
1	Principles of International Human Resource Management	5
1	Principles of Marketing	5
1	Advertising and the Media in the Marketing Environment	5
1	Understanding Cross-Cultural Issues in the Contemporary World	5
1	Events Planning and Production	5
1	Brand Innovation	5
1	Entrepreneurship in the Global Environment	5
1	Public Relations	5
1-2	Change Management for Corporate Sustainability	10
1	Sustainability for the Future Global Supply Chain	5
1-2	Design Leadership	5
1	Design and International Events Management	5
1	Service Marketing (BAIB module)	5
1-2	International Business	10
1-2	Cross-Cultural Perspectives in Management	5
1-2	Planning a New Venture	5
1-2	The Business and Management of Small and Medium Enterprises	5
1-2	Business Forecasting	5
1-2	International Marketing	5
1-2	Internet and Direct Marketing	5
1	Organisational Behaviour	5
1-2	Personality and Business Psychology	5
1	Services Marketing	5
1-2	Luxury Brand Management and International Events	5
1	Financial Accounting II	5
1	Principles of Global Political Economy	5
1	Quantitative Analysis for Finance	5
1	Company Analysis & Valuation	5
1	Global Marketing (BAIB module)	5

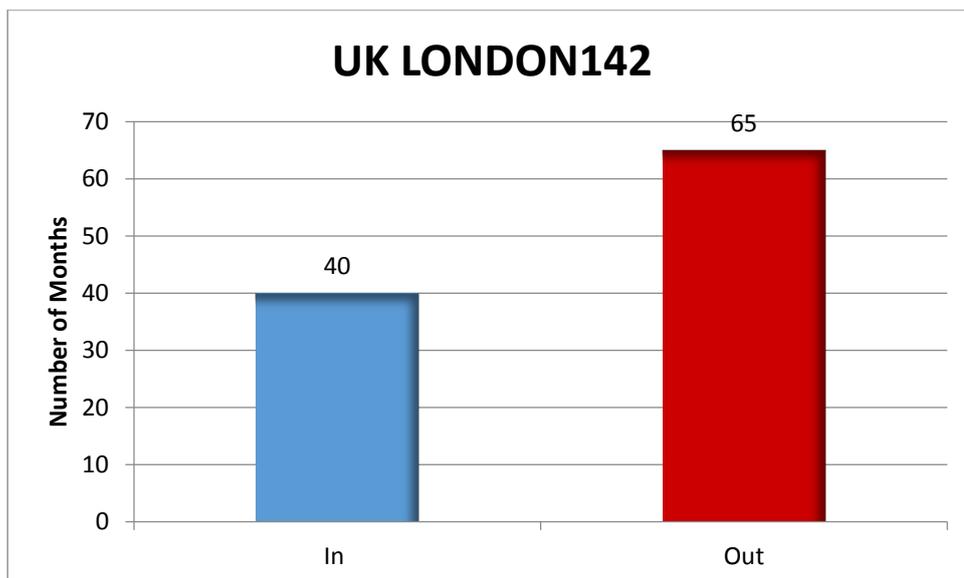
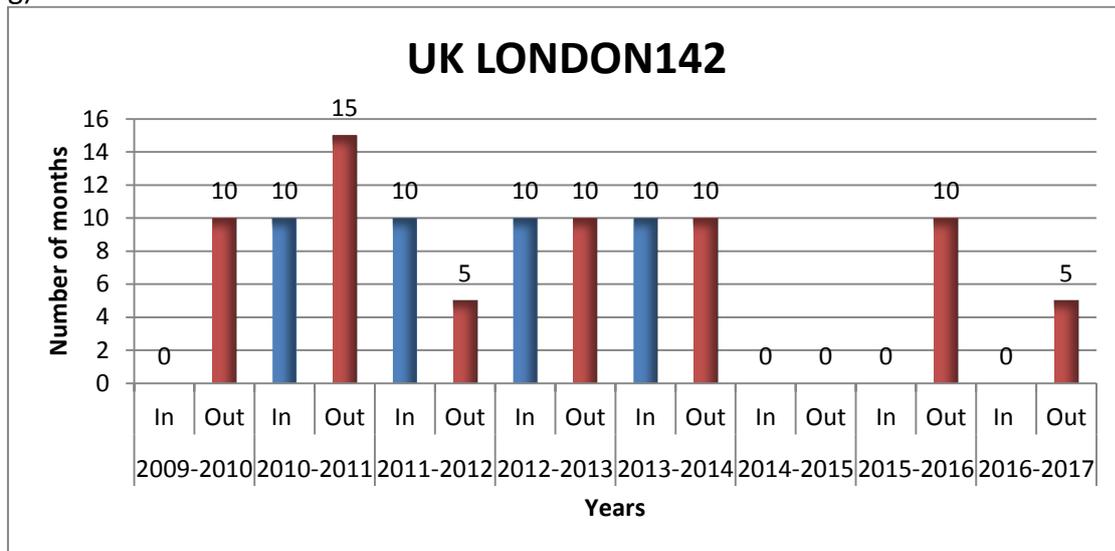
1	The Management of Global trade Distribution	5
1	Managing New Ventures	5
1	Issues in Contemporary Management	5
1	Principles of Financial Management	5
1	Global Banking	5
1	Quantitative Methods for Finance and Investments	5
1	Issues in Global Political Economy	
1	Corporate Governance and Global Financial Ethics	5
1	Multinational Financial Management	5
1	Strategic Marketing Management	10
1	Business Strategy: Managing and Thinking Strategically in a Rapidly Changing International Environment	10
1	International Economics	5
1	Mergers and Acquisitions	5
1	Multinational Financial Management	5
1	Financial Risk Management	5
1	International Law	5
	Consumer Behaviour	5

- a) University code: **UK LONDON142**
- b) Study field: **Business**
- c) Number of spots: **1 (2)**
- d) QS World University rankings: **651<sup>st</sup> -700<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

g)

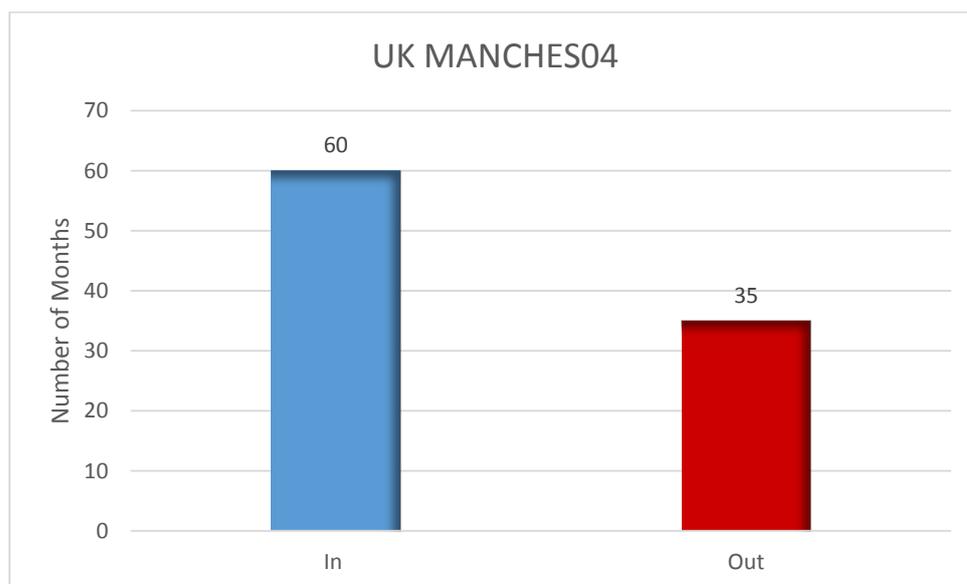
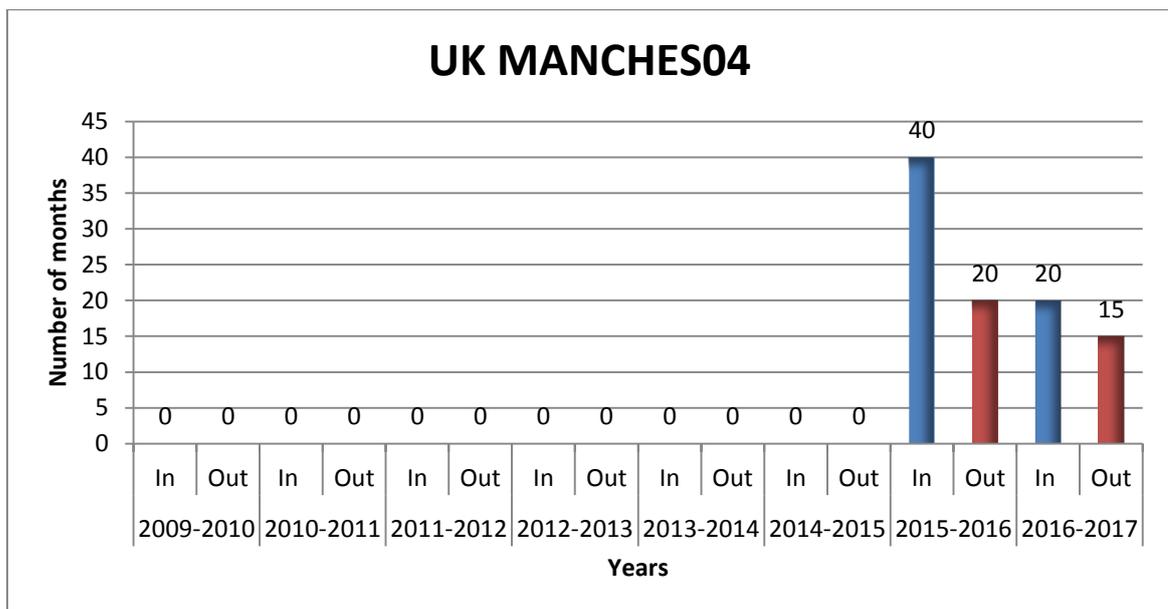


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK MANCHES04**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Language requirements:

Language	Status	CEFR
English	Requested	B2 (when visa is not required)

i) List of courses in English: **Bachelor - Level**

Term	Course Title	ECTS
1-2	Cultural festival Management	7.5
1	Fashion & Events	7.5
1	Meetings, Incentives, Conferences & Exhibitions	7.5
2	Events Industry and special Events	7.5
1	Hospitality Business Entrepreneurship	7.5
1	Hospitality Design and Feasibility	7.5
1-2	Managing Hospitality, People and Service	7.5
2	Contemporary Hospitality	7.5
2	Technology and Innovation	7.5
1	Company Law in a Global Context	7.5
1	Employment Law	7.5
1	Criminology	7.5
1	Human Rights	7.5
1	Intellectual Property and Media Law	7.5
1	International Law	7.5
1	Law of European Union	7.5
1	Organisational Management	7.5
1	Researching the Tourist Experience	7.5
1	Business Travel	7.5
1&2	Dynamic Business Environment	15
1&2	Finance and Accounting Information for Managers	15
1&2	Understanding and Managing People	15
1-2	Ideas, Creativity and Entrepreneurship	7.5
1-2	Personal and Professional Development	7.5
1&2	Managing Effective Organisations	15
1&2	Marketing and Operations	15
1&2	Responsible Enterprise	15
1&2	Global strategy	15
1-2	Business Project: Consultancy	15
1-2	Business Project: Young Enterprise	15
1-2	Business Project: Research	15
1-2	Leadership in Practice	15
1&2	Global Business Environment	15
1&2	International Accounting and Finance	15
1&2	Understanding and Managing People	15
1&2	International Marketing and Operations	15
1&2	International Political Economy	15
1&2	Managing Across Cultures	15
1-2	Enterprise in Action	15
1-2	Responsible Enterprise	15
1-2	Work based Learning (Procedures, Policies and Practice)	15
1&2	Business in Emerging and Developing Markets	15
1&2	International Business Theory and Strategy	15
1-2	America: Business and Culture	15
1-2	Business Analytics and Decision Making	15
1-2	Business Creation	15
1-2	Business Ethics and Sustainability	15

1-2	Corporate Financial Management	15
1-2	Contemporary Perspectives on HRM	15
1-2	Digital and Social Media Marketing Communications Management	15
1-2	Entrepreneurial Practice	15
1-2	Entrepreneurs, Business and Society	15
1-2	Global and Networked Innovation Management	15
1-2	Global Human Resource Management	15
1-2	Integrated Marketing Communications	15
1-2	International Sports Ownership and Governance	15
1-2	Project Management	15
1-2	Psychology at work	15
1-2	Strategic Operations for Business Development	15
1-2	Uniwide Language	15
1-2	Work Based Learning (Role of Manager)	15
1&2	Introduction to Sports Management and Marketing	15
1&2	Sports Event Design and Development	15
1&2	The Business of Sport	15
1&2	Understanding and Managing People	15
1&2	Commercial Aspects of Sport	15
1&2	Sport in Society	15
1&2	Sports Enterprise and Community	15
1&2	Sports Professionalism and Practice	15
1&2	Leadership in Context	15
1&2	Strategic Sports Management	15
1&2	Digital Media and Marketing Platforms	15
1&2	Marketing Communications Theory and Practice	15
1&2	Principles of Marketing	15
1-2	The Responsible Marketer	7.5
1-2	Personal and Professional Development	7.5
1&2	Advertising Management	15
1&2	Brand Management	15
1&2	Consumer Behaviour and Culture	15
1&2	Corporate Reputation Management	15
1&2	Strategic Communications and Advertising Planning	15
1&2	Strategic Marketing Management	15
1-2	Consultancy Project	15
1-2	Research Project	15
1-2	Services Marketing	15
1&2	International Business Theory and Strategy	15
1&2	Leadership in Practice	15
1&2	Business in Emerging Markets	15
1&2	Global Strategy	15
1&2	Business in Emerging Markets	15
1&2	International business Theory and Strategy	15
1&2	Global Human Resource Management	15
1&2	Developing a Digital Business (Non-Technical)	15
1&2	Entrepreneurial Practice	15
1&2	Dynamic Business Environments	15
1&2	Understanding and Managing People	15
1&2	Micro/Macro Principles 1	15

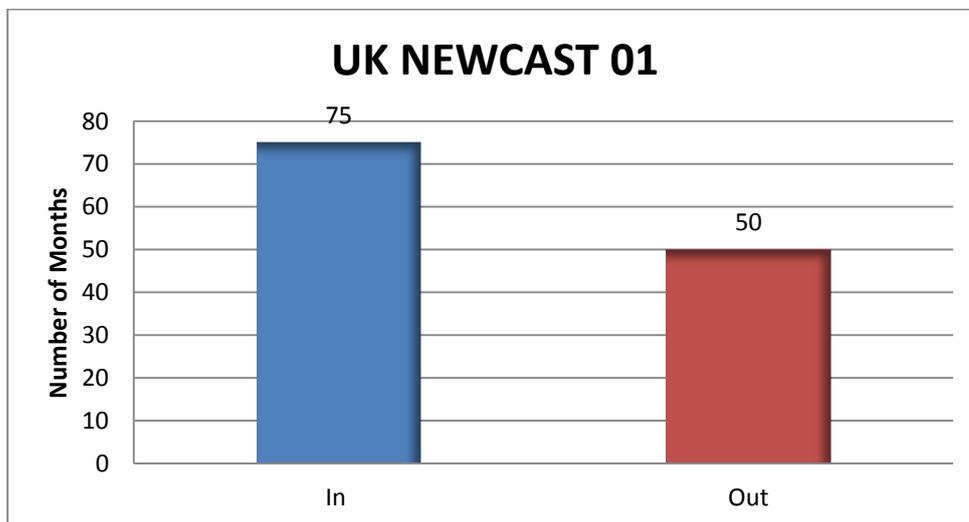
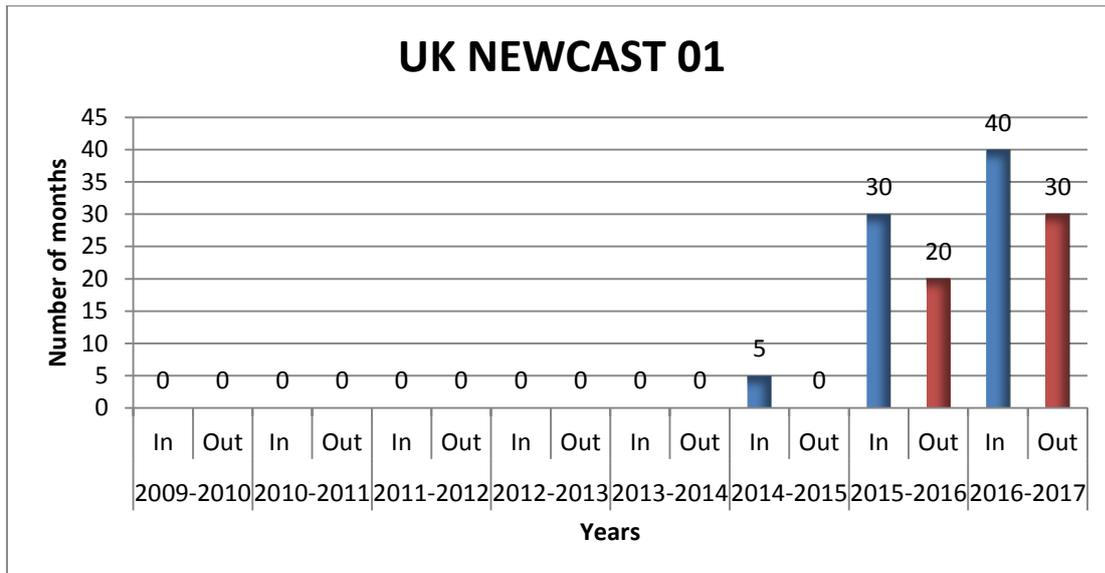
1&2	Foundations of Quantitative Analysis in Economics and Finance	15
1&2	Information Analysis and Finance for Managers	15
1&2	Finance and Accounting for Managers	15
1&2	Business Effectiveness	15
1&2	Introduction to Business Systems	15
1&2	Technology Project	15
1&2	Web and Mobile Technology	15
1&2	Customer Information Management	15
1&2	Digital Technology Design and Build	15
1&2	Emerging Technologies in Organisations	15
1&2	Technology Management	15
1&2	Business Intelligence and Strategy	15
1&2	Developing a Digital Business	15
1&2	Principles of Business Analytics	15
1-2	Contemporary Issues in Retailing	15
1-2	Digital and Social Media Marketing Communications Management	15
1-2	Integrated Marketing Communications	15
1-2	International and Global Marketing	15
1-2	Sports Branding and Sponsorship	15
1-2	Strategic Communications and Advertising Planning	15
1-2	Strategic Operations for Business Development	15
1-2	Strategic Operations and Supply Chain Management in Retail	15
1&2	Fashion Marketplace	15
1&2	Customer Journey	15
1&2	Business Fundamentals	15
1&2	Digital Enterprise	15
1&2	Strategic Fashion Management	15
1&2	Business Analytics	15
1&2	Customer Experience Project	15
1&2	The Synergy Unit	15
1&2	Learning, Coaching and Development	15
1&2	Managing Effective Organisations	15
1&2	Psychology at work	15
1&2	Contemporary Perspectives on Human resource Management	15
1-2	Business Analytics and Decision Making	15
1-2	Business Creation	15
1-2	Business Ethics and Sustainability	15
1-2	Business Project: Consultancy	15
1-2	Business Project: young Enterprise	15
1-2	Entrepreneurial Practice	15
1-2	Entrepreneurs, Business and Society	15
1-2	Global and Networked Innovation	15
1-2	Social and New Media Management	15
1-2	Principles of Retailing	15
1-2	Retail Life	15
1-2	Retail Operations	15
1-2	Place Management and Marketing	15
1-2	Brand Management	15
1-2	Consumer Behaviour and Culture	15
1-2	Contemporary Issues in Retail Management and Marketing	15

1-2	Fashion Marketing	15
1-2	Strategic Operations and Supply Chain Management in Retail	15
1&2	Foundations of Quantitative Analysis in Economics and Finance	15
1&2	Introduction to Macroeconomics Principles	15
1&2	Introduction to Microeconomics Principles	15
1&2	Personal and Professional Development	15
1&2	Intermediate Microeconomics	15
1&2	Intermediate Macroeconomics	15
1&2	Firm's Behaviour, Markets and Environments	15
1&2	Schools of Economics	15
1&2	Economics of Corporate Finance	15
1&2	Current Issues in Economics	15
1&2	Managing Across Culture	15
1&2	Economics of Money and Banking	15
1&2	Economics of Corporate Finance	15
1&2	Advanced Economic Theory	15
1&2	Economics of Growth and Development	15
1&2	International Business and Global Change	15
1&2	International Economics	15
1&2	Contemporary Political Economy	15
1&2	Economic Applications and Practice	15
1&2	The Economics of the European Monetary Union	15
1&2	Corporate Finance and Investments	15
1&2	Economics and Crime	15
1&2	Environmental Economics	15
1&2	Financial Accounting	15
1&2	Financial Decision Making	15
1&2	Investment Principles and Risk	15
1&2	Retail Banking	15
1&2	Current Issues in Macroeconomics	15
1&2	Banking, Financial Markets and Institutions	15
1&2	Risk Management in Banking and Insurance	15
1&2	Economic Applications and Practice	15
1&2	Economics of Growth and Development	15
1&2	Economic of the European Monetary Union	15

- a) University code: **UK NEWCAST01**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

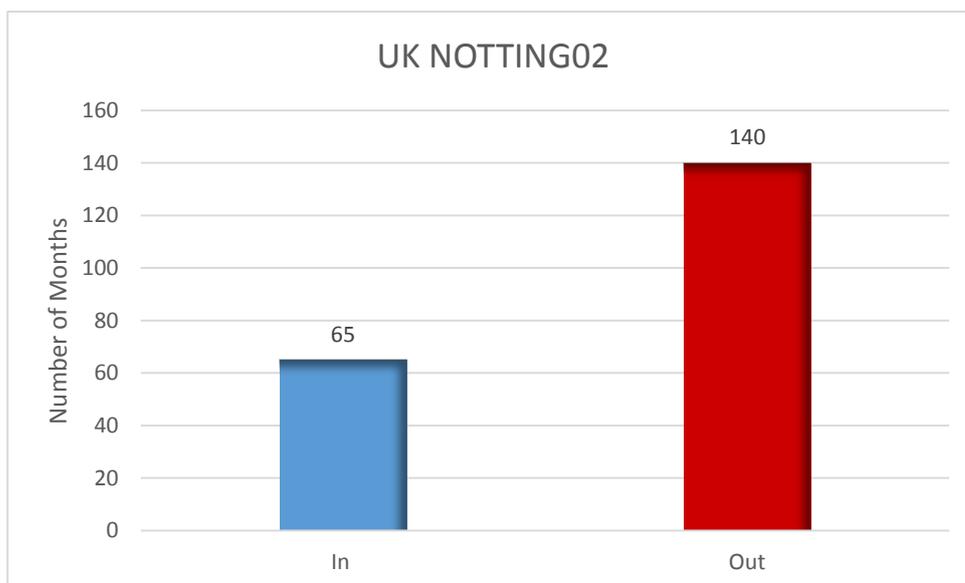
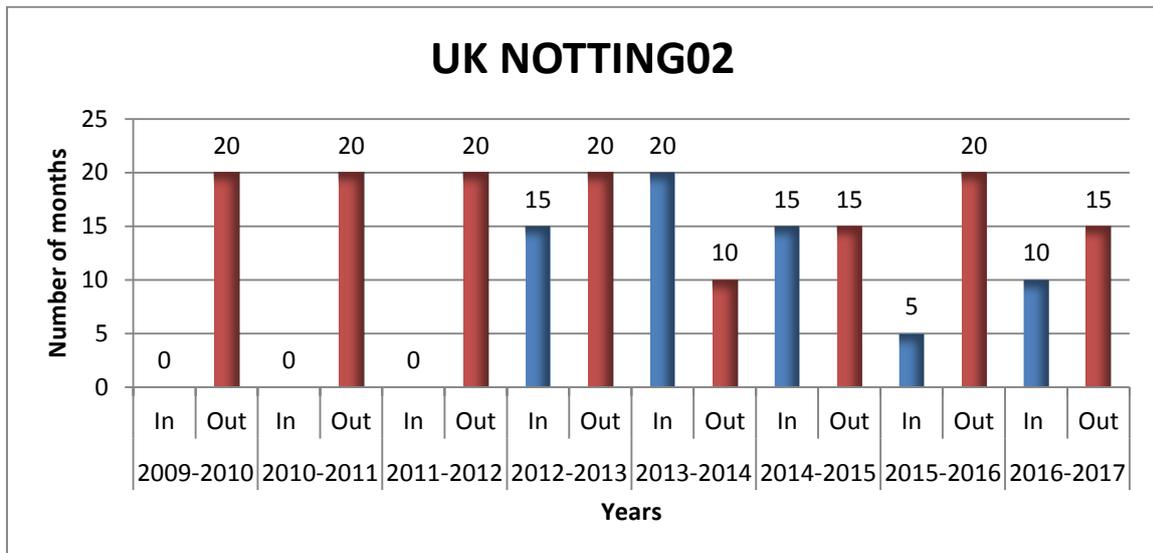


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **UK NOTTING02**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **701+**
- e) Language requirement (from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**

i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Requested	EU Student: B2 Non-EU Student : 6.5 with minimum of 5.5 in each component	EU student: Home University, Non EU student: IELTS certificate for visa application

j) List of courses in English: **Bachelor Level**

Term	Title	ECTS
<b>BA (Hons) Accounting &amp; Finance (BAAF)</b>		
1	Financial Management	10
1	Financial Reporting	10
1	Management Accounting Information	10
2	Accountability of Corporations*	10
2	Forensic Accounting and Assurance*	10
2	Finance in the Public Services**	10
2	Taxation**	10
2	International Business and Communication ***	10
2	Survey Research and Analysis***	10
<b>BA 8Hons) Business (BAB)</b>		
1	The Financial Environment	
1	Managing and Organising for Human Resources	10
1	Survey Research and Analysis for Business	10
2	Management Accounting for Decision Making *	10
2	Marketing Management *	10
2	Digital Entrepreneurship**	10
2	Managing Global Supply Chain **	10
<b>BA (Hons) Business Management &amp; Accounting &amp; Finance (BABMAF)</b>		
1	Corporate Financial Analysis	10
1	Accounting in its Organisational Contexts	10
1	Financial Management	10
2	Marketing Management *	10
2	Managing and Organising*	10
2	China and the World Economy**	10
2	International Business and Communication**	10
<b>BA(Hons) Business Management &amp; Economics (BABME)</b>		
1	Economics of International Growth and Development	10
1	Intermediate Microeconomics	10
1	Intermediate Macroeconomics	10
2	Marketing Management *	10
2	Managing and Organising*	10
2	Survey Research and Analysis**	10
2	Exploring Strategy and Innovation**	10
<b>BA (Hons) Business Management &amp; Human Resources</b>		
1	Applied Human Resource Management	10
1	Managing and Organising for Human Resources	10
1	Researching People and Organisations	10
2	International Business and Communication*	10

2	Marketing Management *	10
2	Digital Entrepreneurship**	10
2	Management Accounting for Decision Making**	10
BA(Hons) Business Management & Entrepreneurship (BABMISE)		
1	Enterprise in Practice	10
1	Competitive Strategy and Innovation	10
1	Dynamic Entrepreneurship	10
2	Marketing Management*	10
2	Managing and Organising*	10
2	Managing Global Supply Chain**	10
2	International Business and Communication**	10
BA (Hons) Business Management & Marketing (BABMM)		
1	Integrated Marketing Communications	10
1	Research for Marketing	10
1	Buyer Behaviour	10
2	Exploring Strategy and Innovation*	10
2	Managing and Organising*	10
2	International Business and Communication**	10
2	Managing Global supply Chain**	0
BA(Hons) Marketing (BAM)		
1	Research for Marketing	10
1	Buyer Behaviour	10
1	Managing Marketing	10
2	Delivering Customer Value	10
2	Integrated Communications	10
2	Exploring Strategy and Innovation	10
2	Digital Essentials	10
BA (Hons) International Business (BAIB)		
1	International Business Environment	10
1	Economics for International Business	10
1	Intercultural Effectiveness 1	5
1	Foreign Language 1	5
2	Intercultural Effectiveness 2	5
2	Foreign Language2 (Only for full year students)	5
2	Exploring Strategy and Innovation	10
2	Marketing Management *	10
2	Managing Global Supply Chain*	10
BA (Hons) Business Management & Entrepreneurship (BABMISE)		
1	Enterprise in Practice	10
1	Competitive Strategy and Innovation	10
1	Dynamic Entrepreneurship	10
2	Marketing Management	10
2	Managing and Organising	10
2	Managing Global Supply Chain*	10
2	International Business and Communication*	10
BA (Hons) Marketing (BAM)		
1	Research for Marketing	10
1	Buyer Behaviour	10
1	Managing Marketing	10
2	Delivering Customer Value	10

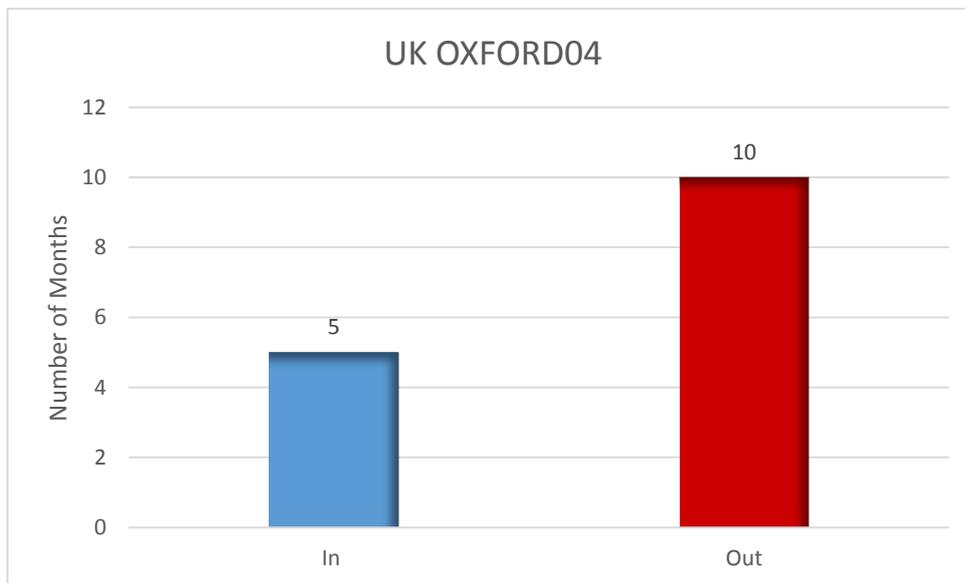
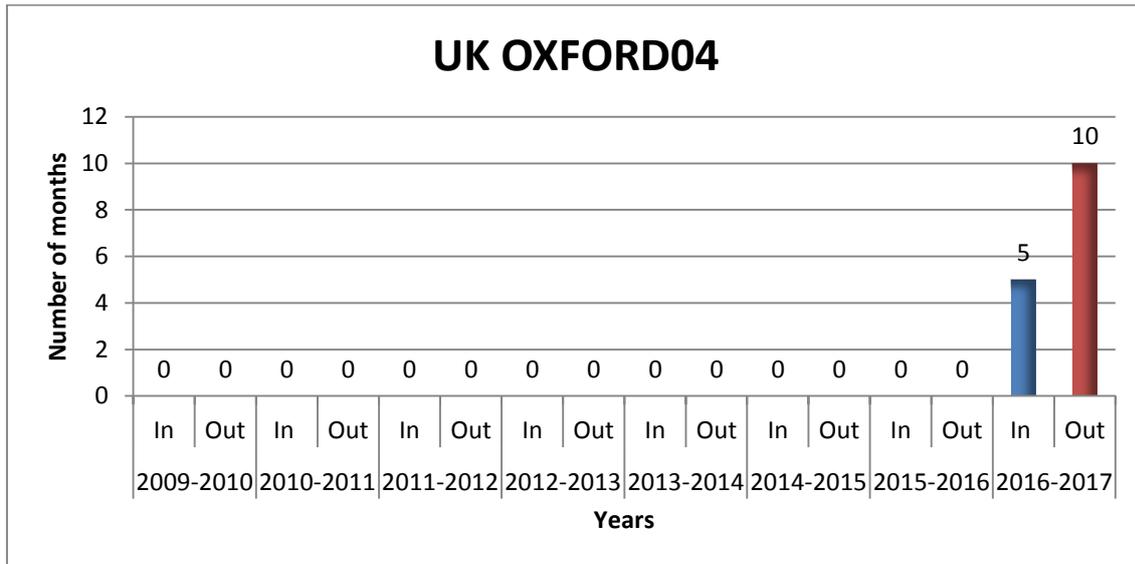
2	Integrated Communications	10
2	Exploring Strategy and Innovation*	10
2	Digital Essentials*	10
BA (Hons) Economics (BAE)		
1	Economics Principles & Applications	10
1	Econometrics	10
1	Economic Evaluation	10
2	Economics Principles & Applications 2	
2	Environmental and Resource Economics	
2	Applied Economics*	
2	Management Accounting for Decision Making*	
BA (Hons) Economics with International Finance & Banking (BAEIFB)		
1	Economics Principles & Applications	10
1	Econometrics	10
1	Economics of International Banking	10
2	Economics Principles & Applications 2	10
2	Global Financial Markets	10
2	Applied Economics*	10
2	Management Accounting for Decision Making*	10
Others Courses for Spring semester Only		
2	Exploring Strategy & Innovation	
2	China and the World Economy	
2	Managing and Organising	
2	International Business & Communication	
2	Digital Entrepreneurship	
2	Marketing Management	
2	Management Accounting for Decision Making	

\*/\*\*/\*\*\*\*: Courses to choose between in the modules.

- a) University code: **UK OXFORD04**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **359<sup>th</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Mandatory	B2.2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



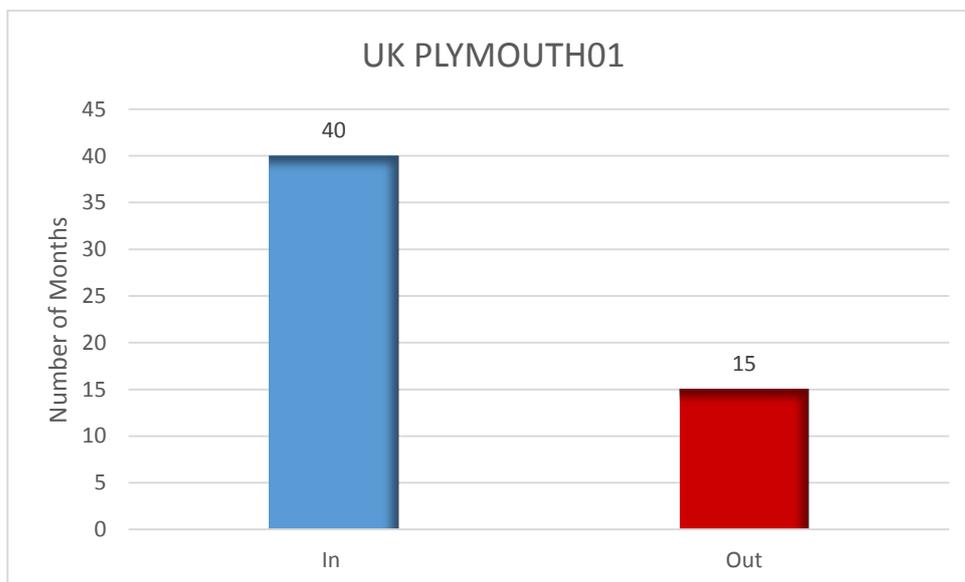
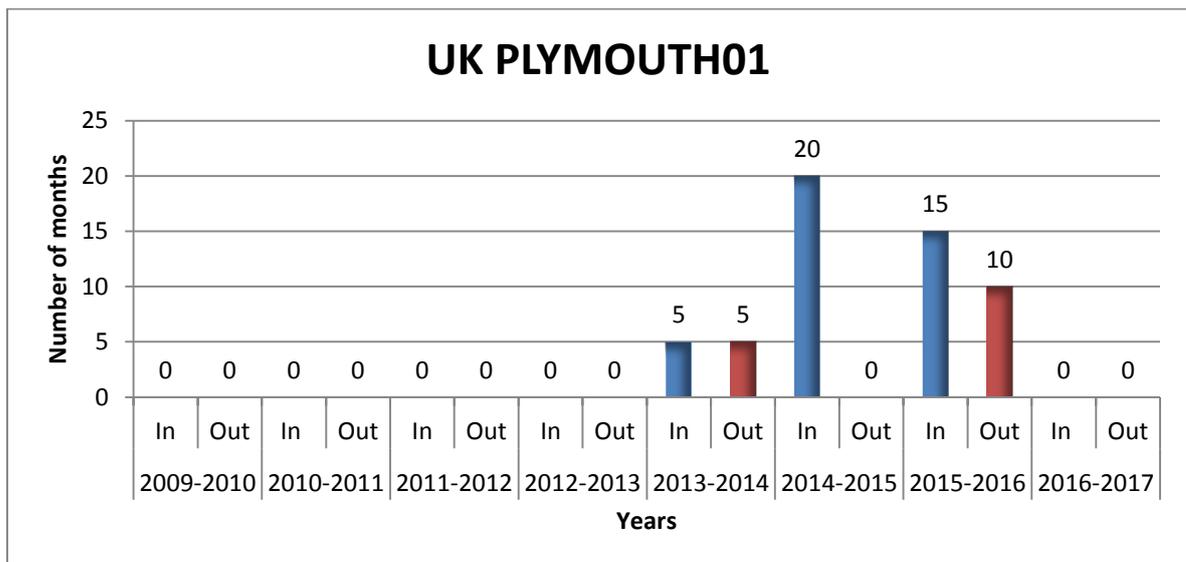
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **UK PLYMOUTH01**
- b) Study field: **Business**
- c) Number of spots: **2**
- d) QS World University rankings: **651<sup>st</sup> -700<sup>th</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



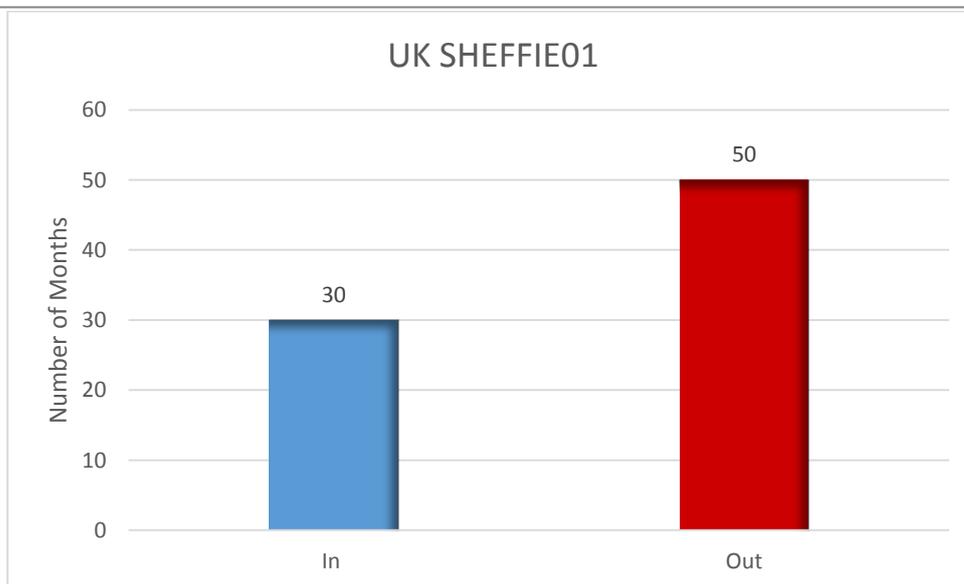
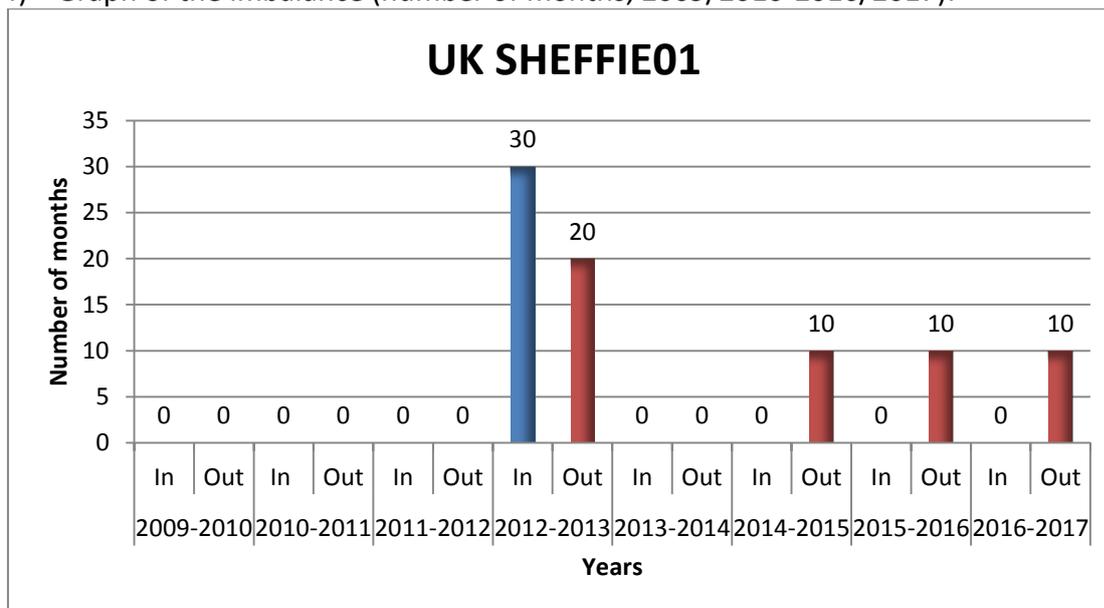
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **UK SHEFFIE01**
- b) Study field: **Statistics**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **84<sup>th</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR
English	Requested	B1

j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
1-2	Vectors and Mechanics	10
1-2	Introduction to Probability and Statistics	10
1-2	Number and Groups	10
1-2	Mathematical Investigation Skills	10
1	Advanced Calculus and Linear Algebra	10
1	Scientific Computing and Simulation	5
1-2	Algebra	10
1-2	Analysis	10
1-2	Differential Equations	10
1-2	Statistical Inference and Modelling	10
2	Probability Modelling	5
1-2	Career Development Skills	5
2	Mechanics and Fluids	5
2	Probability and Statistics in Society	5
1	Group Project	5
1	Continuum Mechanics	5
1	Introduction to Relativity	5
1	Waves	5
2	Mathematical modelling of natural systems	5
2	Fluid Mechanics I	5
2	Operations Research	5
2	Milestones in Applied Mathematics II: Quantum Theory	5
2	Mathematical Methods	5
1	Topics in Number Theory	5
1	Metric Spaces	5
1	Complex Analysis	5
1	Fields	5
1	Combinatorics	5
1	Differential Geometry	5
2	Graph Theory	5
2	Applicable Analysis	5
2	History of Mathematics	5
2	Knots and Surfaces	5
2	Codes and Cryptography	5
2	Groups and Symmetry	5
1	Game Theory	5
2	Measure and Probability	5
1-2	Stochastic Processes and Finance	10
1-2	Practical and Applied Statistics	10
1	Medical Statistics	5
1	Financial Mathematics	5
1	Bayesian Statistics	5
1	Linear and Generalised Linear Models	5
2	Sampling Theory and Design of Experiments	5
2	Applied Probability	5
2	Time Series	5
1	Mathematical Biology	5
1	Topics in Advanced Fluid Mechanics	10

1-2	Analytical Dynamics and Classical Field theory	10
1	Signal Processing	5
2	Magneto hydrodynamics	5
1	Analytic Number Theory	5
1-2	Algebraic Topology	10
1-2	Functional Analysis	10
1	Fields	5
1-2	Commutative Algebra and Algebraic Geometry	10
2	Optics and Symplectic Geometry	5
2	Galois Theory	5
2	Measure and Probability	5
1	Multivariate Data Analysis	5
2	Computational Inference	5
2	Extended Linear Models	5

k) List of courses in English: **Master Level**

Term	Course Title	ECTS
1	Advanced Calculus and Linear Algebra	10
1	Scientific Computing and Simulation	5
1-2	Algebra	10
1-2	Analysis	10
1-2	Differential Equations	10
1-2	Statistical Inference and Modelling	10
2	Probability Modelling	5
1-2	Career Development Skills	5
2	Mechanics and Fluids	5
2	Probability and Statistics in Society	5
1	Group Project	5
1	Continuum Mechanics	5
1	Introduction to Relativity	5
1	Waves	5
2	Mathematical modelling of Natural systems	5
2	Fluid Mechanics I	5
2	Operations Research	5
2	Milestones in Applied Mathematics II: Quantum Theory	5
2	Mathematical Methods	5
1	Topics in Number Theory	5
1	Metric Spaces	5
1	Complex Analysis	5
1	Fields	5
1	Combinatorics	5
1	Differential Geometry	5
2	Graph Theory	5
2	Applicable Analysis	5
2	History of Mathematics	5
2	Knots and Surface	5
2	Codes and Cryptography	5
2	Groups and Symmetry	5
1	Game Theory	5
2	Measure and Probability	5

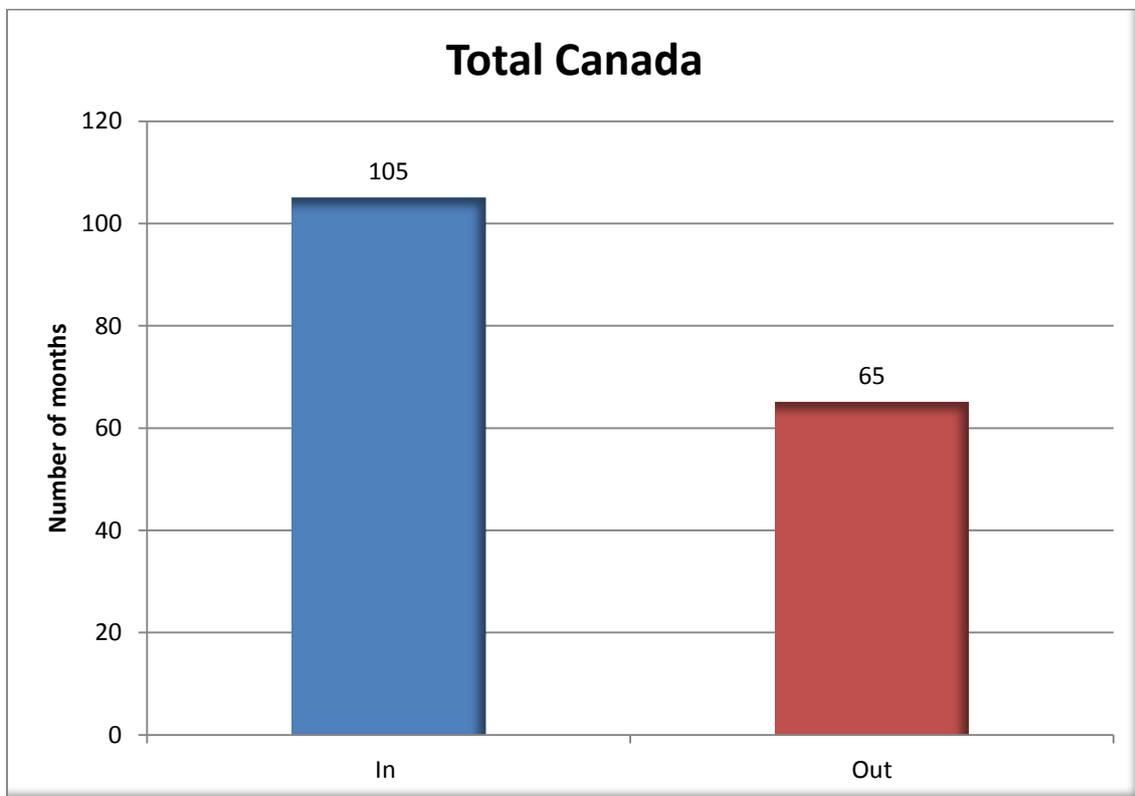
1-2	Stochastic Processes and Finance	10
1-2	Practical and Applied Statistics	10
1	Medical Statistics	5
1	Financial Mathematics	5
1	Bayesian Statistics	5
1	Linear and Generalised Linear Models	5
2	Sampling Theory and Design of Experiments	5
2	Applied Probability	5
2	Time Series	5
1	Mathematical Biology	5
1	Project Presentation in Mathematics and Statistics	5
1-2	Mathematics and Statistics Project II	15
1-2	Mathematics and Statistics Project III	20
1	Topics in Advanced Fluid Mechanics	10
1-2	Analytical Dynamics and Classical Field Theory	10
1	Mathematical modelling of natural systems (Advanced)	5
1	Signal Processing	5
2	Magneto hydrodynamics	5
2	Advanced Operations Research	5
1	Analytic Number Theory	5
1-2	Algebraic Topology	10
1-2	Functional Analysis	10
1	Fields	5
1-2	Commutative Algebra and Algebraic Geometry	10
1	Optics and Symplectic Geometry	5
1	Galois Theory	5
1	Measure and Probability	5
1-2	Stochastic Processes and Finance	10
1	Medical Statistics	5
1	Financial Mathematics	5
1	Bayesian Statistics	5
1	Multivariate Data Analysis	5
1	Linear and Generalised Linear Models	5
2	Computational Inference	5
1-2	Extended Linear Models	5
1-2	Mathematical Methods for Statistics	10
1-2	Probability and Probability Distributions	10
1-2	Basic Statistics	10
1	Mathematics in Communications	5
1-2	Data Analysis	10
1-2	Statistical Laboratory	10
1-2	Linear Modelling	10
1-2	Inference	10
1-2	Topics in Data Analysis	5
1-2	Dependent Data	10
1-2	Sampling, Design, Medical Statistics	10
1	Mathematical Biology	5
1	Statistical Data Science in R	7.5
2	Special Topics 1	5
1	Special Topics 2	5

1-2	Introductory Mathematical Finance and Time Series	10
1-2	Stochastic Processes and Finance	10
1	Financial Mathematics	5
1-2	Epidemiology and Time Series	10
1-2	Bayesian Methods & Clinical Trials	10
2	Applied Probability	5
1-2	Learning Latex	2.5
1-2	Tutoring in Mathematics & Statistics	2.5
1-2	Literature Review and Induction into Research	5
1-2	Seminars and Communication Skills	2.5
1	Mathematics in Communications	5
1-2	Postgraduate Seminar in Mathematics I	5
1-2	Postgraduate Seminar (2) in Mathematics II	5
1	Functional Analysis	5
1	Lie Groups and Lie Algebras	5
1	Equivariant Topology	5
1	Geometric Topology	5
1	Homotopy Theory	5
1	Homology and Manifolds	5
1	Simplicial Methods	5
1	Commutative Algebra	5
1	Algebraic Geometry I	5
1	Differential Geometry	5
1	Homological Algebra	5
1	Ring Theory	5
2	Introduction to Infinite Set Theory	5
2	D-Modules	5
2	Topics in Algebraic Number Theory	5
2	Homotopy Theory II	5
2	Algebraic Topology	5
2	Commutative Algebra from Equivariant Topology	5
2	Algebraic Geometry II	5
2	Manifolds and Bundles	5
2	Representation Theory	5
1	Category Theory	5
1	Medical Statistics	5
1	Bayesian Inference and Computation	5
1	Linear Models	5
1	Multivariate Data Analysis	5
2	Sampling Theory and Design of Experiments	5
2	Computational Inference	5
2	Time Series	5
2	Extended Linear Models	5
2	Research Students' Conference	2.5
1-2	Advanced Probability Theory	5
1	Mathematics Online Network and Collaboration Unit 1	5
1	Mathematics Online Network and Collaboration Unit 2	5
2	Mathematics Online Network and Collaboration Unit 3	5
2	Mathematics Online Network and Collaboration Unit 4	5
1	Mathematics Online Network and Collaboration Unit 5	2.5

1	Mathematics Online Network and Collaboration Unit 6	2.5
2	Mathematics Online Network and Collaboration Unit 7	2.5
2	Mathematics Online Network and Collaboration Unit 8	2.5
1-2	Algebra I	10
1-2	Algebra II	10
1-2	Analysis I	10
1-2	Analysis II	10
1-2	Geometry I	10
1-2	Algebraic Topology I	10
1-2	Control Theory and Operations Research	10
1	Topics in Advanced Fluid Mechanics	10
1-2	Analytical Dynamics and Classical Field Theory	10
1-2	Methods of Mathematical Physics	10
2	Mathematical methods and modelling of natural systems	10
1-2	Waves and Magneto hydrodynamics	10
1-2	Directed Reading in Mathematics	10
1-2	Special Topics I	10
1	Special Topics	5
2	Special Topic	5
1-2	Special Topics 4	10



# Canada (CA)

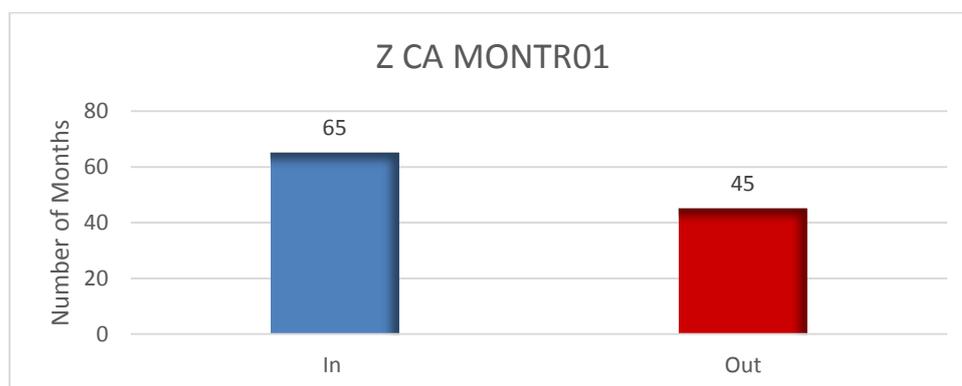
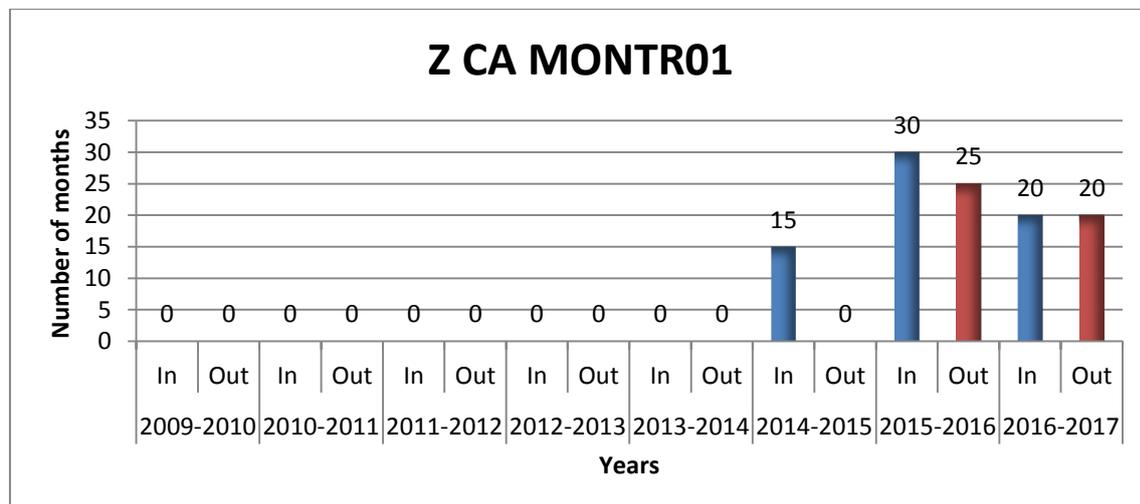


# ÉCOLE DES SCIENCES DE LA GESTION DE L'UNIVERSITÉ DU QUÉBEC À MONTRÉAL

- a) University code: **Z CA MONTR01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Mandatory	B2
French	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



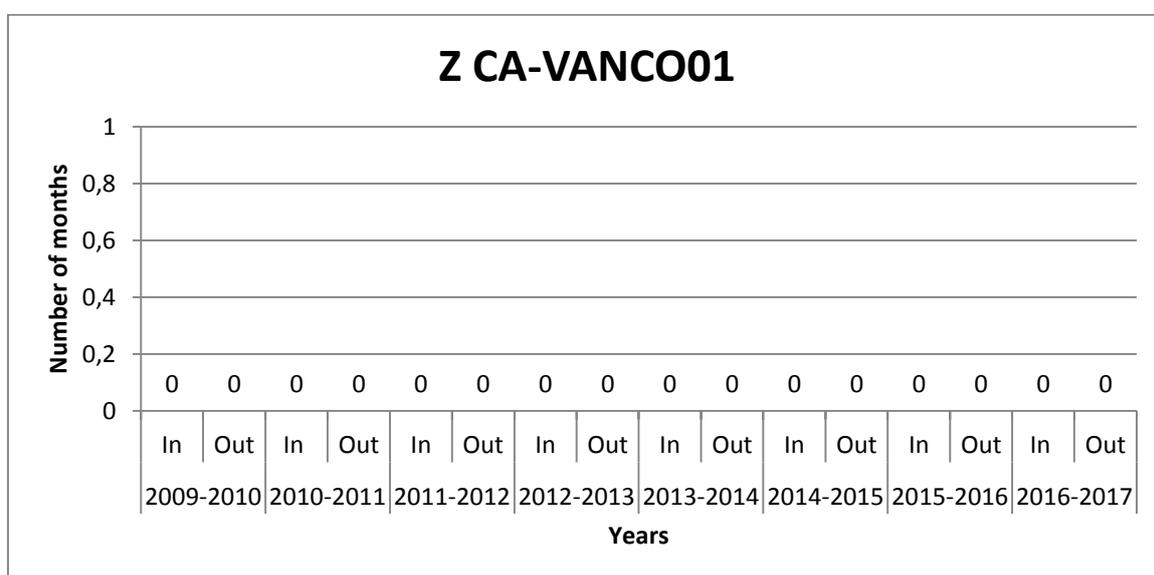
Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



- a) University code: **Z CA-VANCO01**
- b) Study field: **Business and Master in Creation and Management of Innovative companies**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **42<sup>nd</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	TOEFL ibt :90; IELTS: 6,5; Cambridge Certificates (CAE amb una B i CPF)

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS:  
**No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Required	IELTS : 6.5 with no part less than 6.0 / TOEFL (Internet-based Test) Overall score: 90 Reading: 22 Listening: 22 Writing: 21 Speaking: 21	IELTS or TOEFL Nota minima d'expedient academic: 7

- j) List of courses in English: **Bachelor Level**

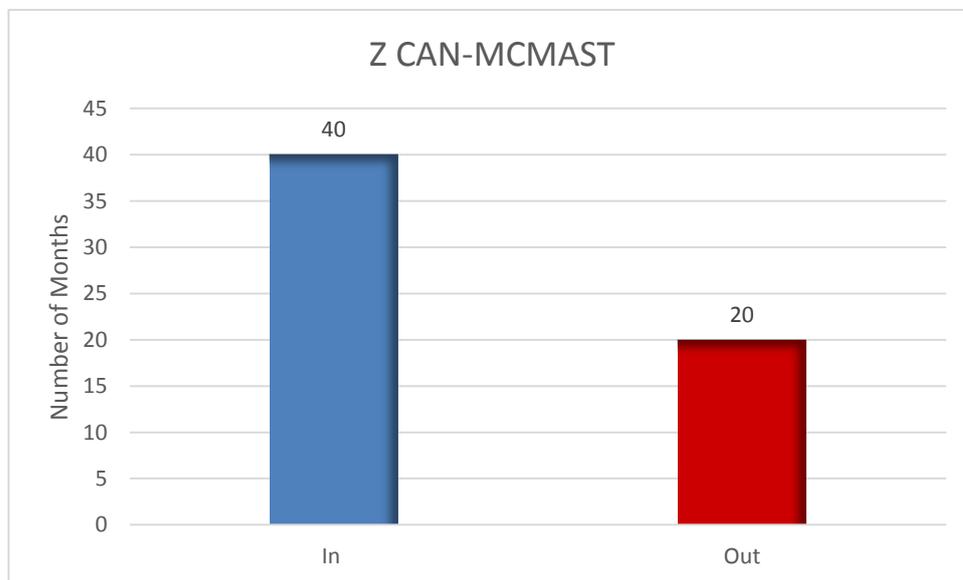
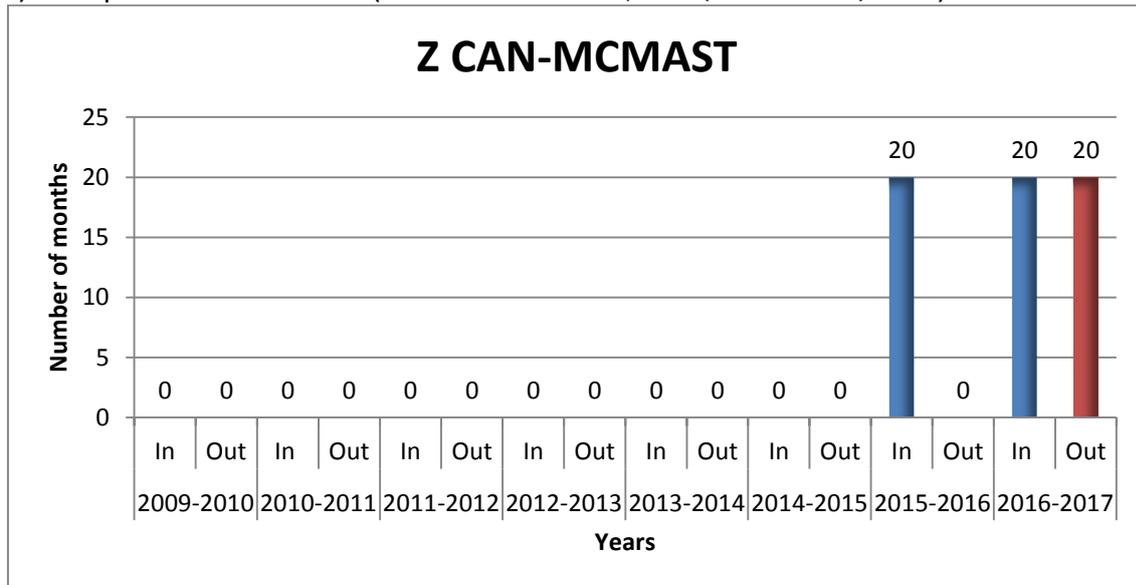
Term	Course Title	ECTS
	Intermediate Managerial Accounting	6
	Introduction to Income Taxes in Canada	6

	Auditing and Assurances Services	6
	Advanced Financial Accounting	6
	Advanced Managerial Accounting	6
	Leadership in Complex Environments	6
	Human Resources Management	6
	Negotiations	6
	Special Topics in Management	6
	Outsourcing, Offshoring, and Globalization	6
	Project Management	6
	E-Commerce	6
	Special Topics in Information Technology Management	6
	Risk Management	6
	Investments	6
	Special Topics in Finance	6
	Brands, Culture, and Marketing	6
	Marketing Strategy	6
	Consumer Behaviour	6
	New Product and Service Development	6
	Entrepreneurship and the Smaller Firm	6
	Law and Business	6
	Strategy and Change Management	6
	International Business	6
	Capstone Service Learning and Consulting	6

- a) University code: **Z CAN-MCMAST**
- b) Study field: **Business**
- c) Number of spots: **5 (5)**
- d) QS World University rankings: **149<sup>th</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



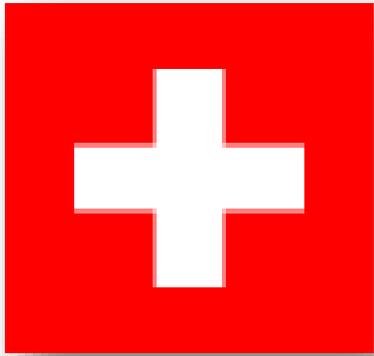
- g) Master level courses available for students who have achieved 180ECTS:
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Recommended	B1	Home University or TOEFL

- j) List of courses in English: **Bachelor Level\***

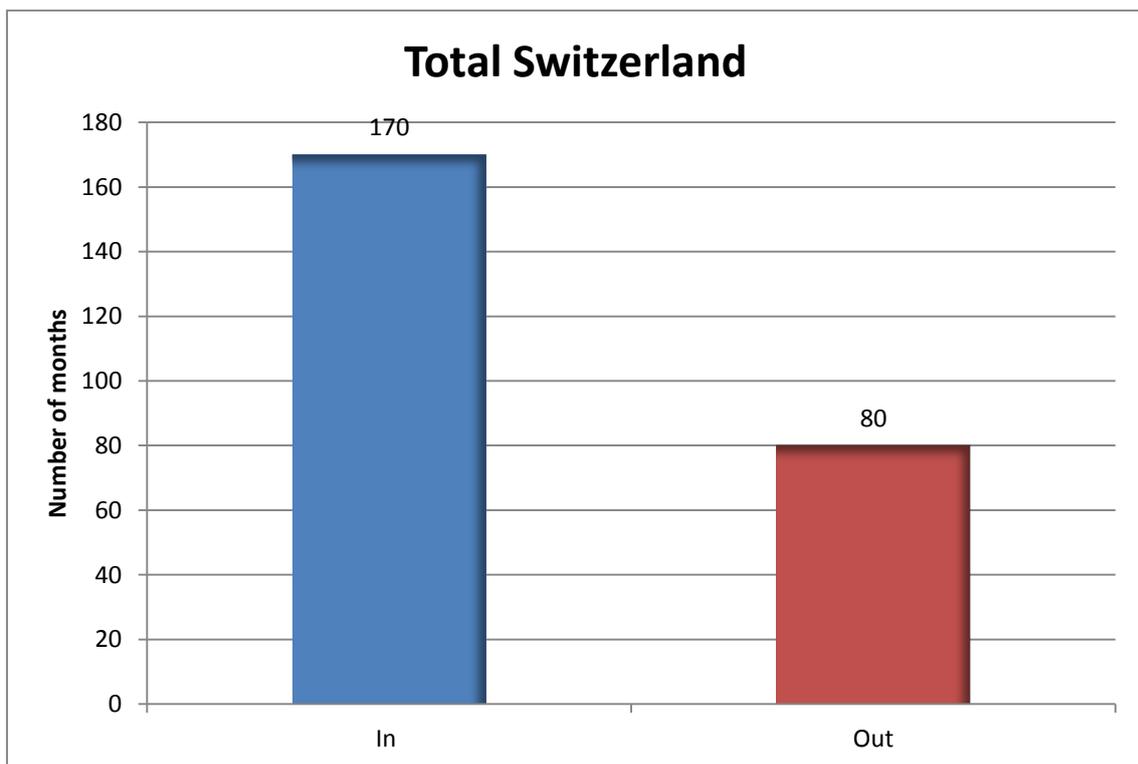
For courses which will be taught both terms ; students MUST apply for a full year and not for a term only. If students do not select any courses at all when then apply, we will not process their application and will ask them to withdraw their application.

<b>Term</b>	<b>Course Title</b>	<b>ECTS</b>
	Introductory Financial Accounting	6
	Organizational Behaviour	6
	Business Environment and Organization	6
1-2	Introductory Microeconomics	6
1-2	Introductory Macroeconomics	6
	Calculus for Science I	6
	Calculus for the Life Sciences I	6
	Calculus for Business, Humanities and the Social Sciences	6
	Introduction to Calculus and analytic Geometry	6
	Probability and Linear Algebra	6
	Managerial Accounting I	6
	Human Resource Management and Labour Relations	6
	Introduction to Finance	6
	Information Systems in Business	6
	Introduction to Marketing	6
	Operations Management	6
	Applied Statistics for Business	6
	Managerial Finance	6
	Applied Marketing Management	6
	Management Science for Business	6
	Management Skills Development	6
	Business Policy: Strategic Management	6
	International Business	6
	Intermediate Microeconomics I	6
	Applied Business Economics	6
	Analysis of Economic Data	6
	Intermediate Macroeconomics I	6
	Introductory Financial Accounting	6
	Managerial Accounting I	6
	Intermediate Financial Accounting I	6
	Intermediate Financial Accounting II	6
	Managerial Accounting II	6
	Advanced Financial Accounting	6
	Introduction to Auditing	6
	Accounting Information Systems	6
	Special Topics in Accounting	6
	Human Resource Management and Labour Relations	6
	Financial Economics	6
	Introduction to Computational Thinking	6
	Elementary Computing and Computer Use	6
	Engineering Computation	6
	System Analysis and Design	6
	Database Design Management and Applications	6
	Project Management	6
	Management Issues in Electronic Business	6
	Implementation of IS for Small and Medium Size Enterprises	6
	Special Topics in Information Systems	6
	Applied Arts and Commerce	6
	Management Skills Development	6



# Switzerland

(CH)

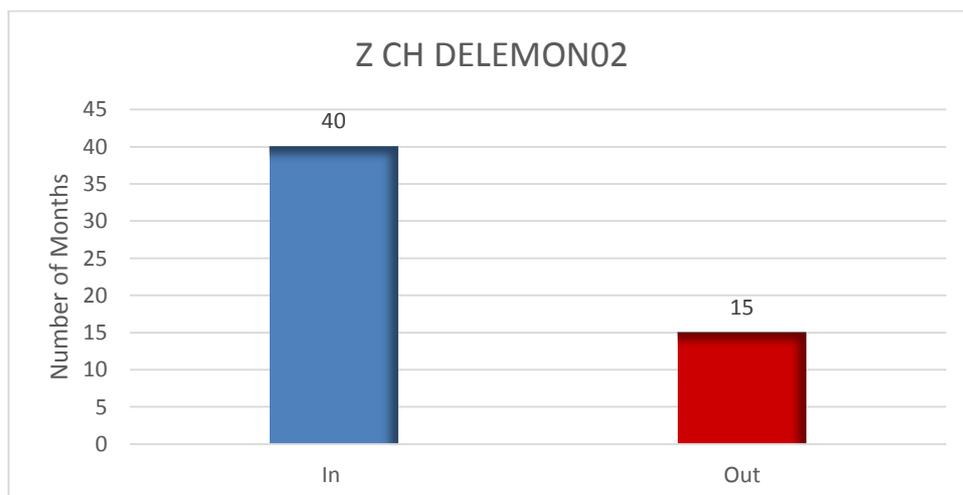
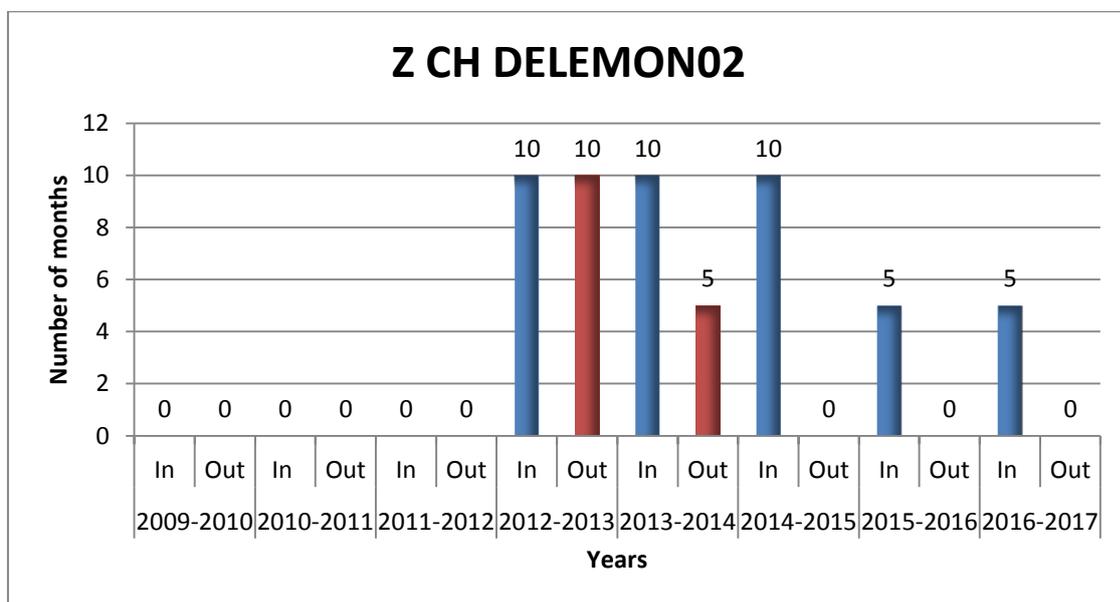


# HAUTE ECOLE SPECIALISEE DE SUISSE OCCIDENTALE

- a) University code: **Z CH DELEMON02**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement(for agreement):

Language	Status	CEFR
English	Recommended	B2
French	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

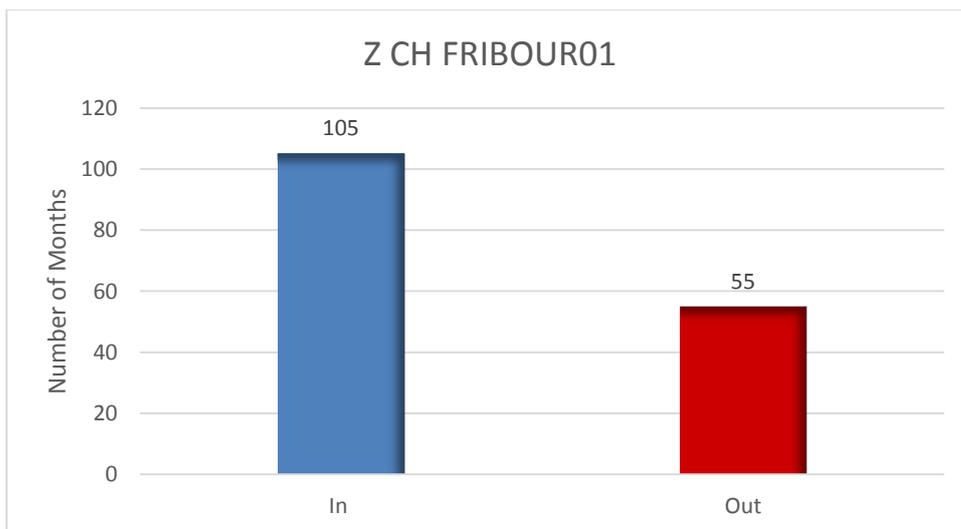
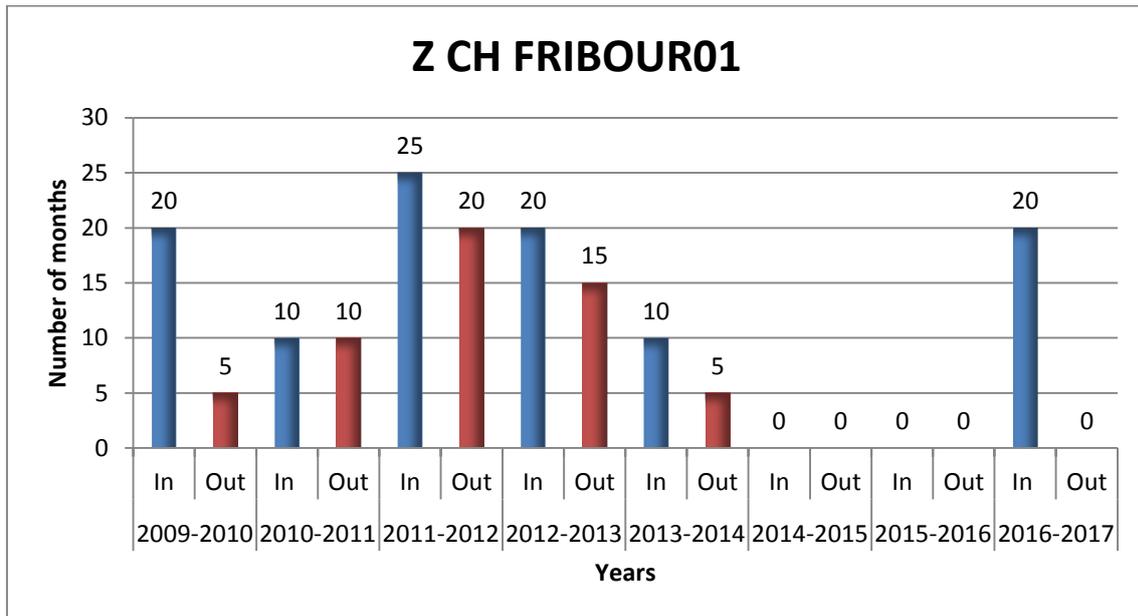


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **Z CH FRIBOUR01**
- b) Study field: **Business, Economics and Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
German	Mandatory	B1
French	Mandatory	B1

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

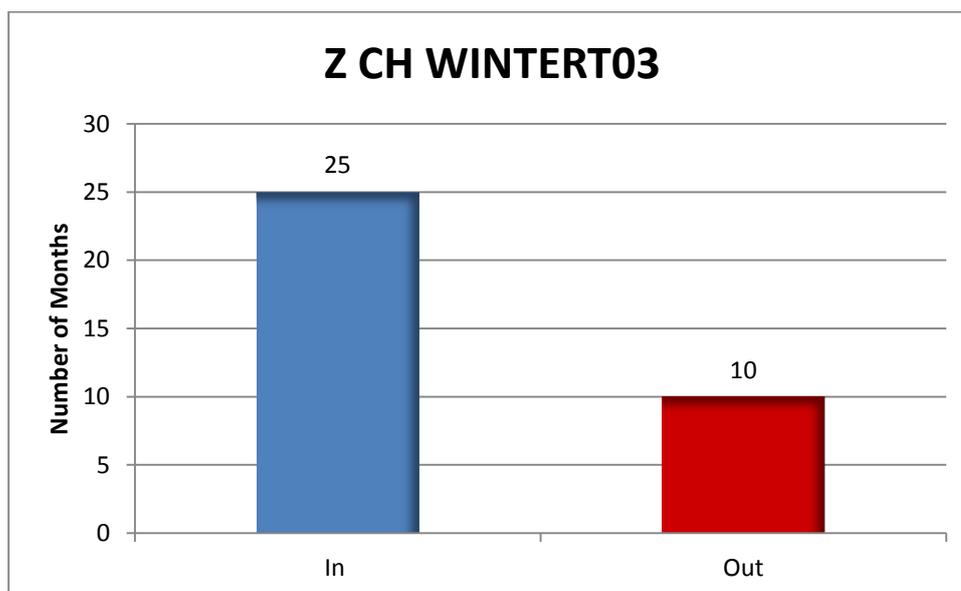
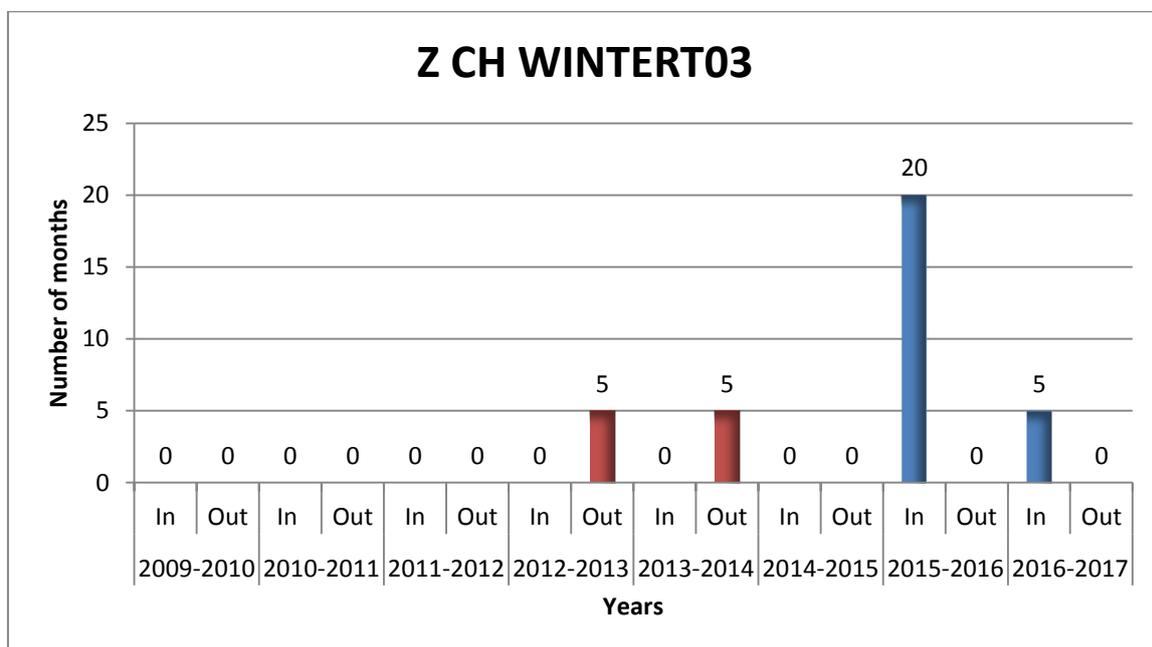


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **Z CH WINTERT03**
- b) Study field: **Business**
- c) Number of spots: **3 (6)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
German	Mandatory	B2.2
English	Mandatory	B2.2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**

h) Course offer in English: **Yes**

i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Requested	B2+	CERTIFICATE from University or TOEFL(550/213/79) or IELTS(6.5)
German	Requested	B2+	

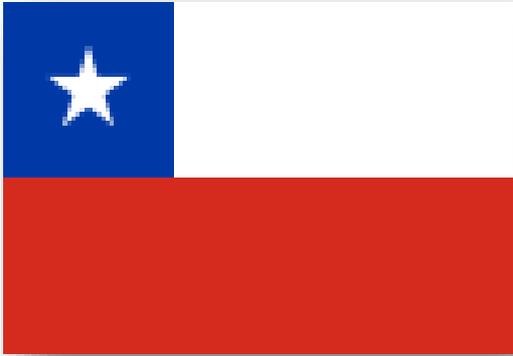
j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
1	Advanced International Business	6
1	Banking Management	6
1	Business Law	6
1	Communication	3
1	Competition Policy: EU, Us and Switzerland	3
1	Corporate Responsibility	3
1	Customer Insights	3
1	Integration II - Fieldwork	6
1	International Business & Ethics	6
1	European Legal History	3
1	International Negotiation	3
1	International Strategic Management	6
1	Introduction to Business Studies	6
1	Leadership and Business Ethics	3
1	Legislation and Accounting in Insurance	3
1	M&A Integrations Management	3
1	Reinsurance	3
1	Macroeconomics	6
1	Management of an Insurance Company	6
1	Managing People in an International Context	6
1	Marketing	6
1	Mathematics 1	3
1	Microeconomics	6
1	Public Financial Management	6
1	Quantitative Methods	3
1	Strategy	6
1	Wealth Management & Compliance	6
1-2	Anglo-American Law	3
1-2	Brand Management	3
1-2	Business and Human Rights	3
1-2	Business English 1	3
1-2	Business English 2	3
1-2	Business English Advanced 1	
1-2	Business English Advanced 2	
1-2	Consolidated Financial Statements	6
1-2	Corporate Finance & Risk Management	6
1-2	Business in emerging Markets	3
1-2	Cross border Sales and Service contracts	3
1-2	Data Protection and Governance	3
1-2	Doing Business in Europe	3

1-2	Economic Globalization	3
1-2	Economic in Emerging Markets	3
1-2	European Law	6
1-2	Financial Instruments & Portfolio Theory	6
1-2	German Beginners	3
1-2	German Intermediate	3
1-2	Global Marketing Management for Incomings	6
1-2	European Affairs	3
	Information, Incentives and Strategic Thinking	3
1-2	Information Management	6
1-2	Innovation & Entrepreneurship	6
1-2	Intercultural Management for incomings	6
1-2	International Business	6
1-2	International Corporate Responsibility Management	3
1-2	International Intellectual Property Law	3
1-2	International Negotiation for Incomings	6
1-2	International Political Economy	3
1-2	Learning from disasters	3
1-2	Legal English 1	3
1-2	Legal English 2	3
1-2	Legal English Advanced 1	3
1-2	Legal English Advanced 2	3
1-2	Organisational Design in a VUCA-world	3
1-2	Public and Private International Law	6
1-2	SAS & Certificate I	3
1-2	Simulation for Integrated Value Creation	3
1-2	Strategic Management for Incomings	6
1-2	Supply Chain Management	3
1-2	Turnaround Management	6
1-2	Web Engineering	3
2	Active, Investment Management	6
2	Corporate & Tax Law	6
2	Doing Business in Latin America	3
2	Doing Business in the Middle-East	3
2	Environmental economics and politics	3
2	Financial Accounting	6
2	Firms in the Global Economy	3
2	Human Capital Management	3
2	International Accounting and Controlling	3
2	Introduction to Banking & Finance	6
2	Luxury goods Management	3
2	Management Accounting	6
2	Mathematics 2	3
2	Mergers & Acquisition	3
2	Operations & Process Management	6
2	Skills for Business Studies	6
2	Statistics	6
2	War, Economics and Business	3

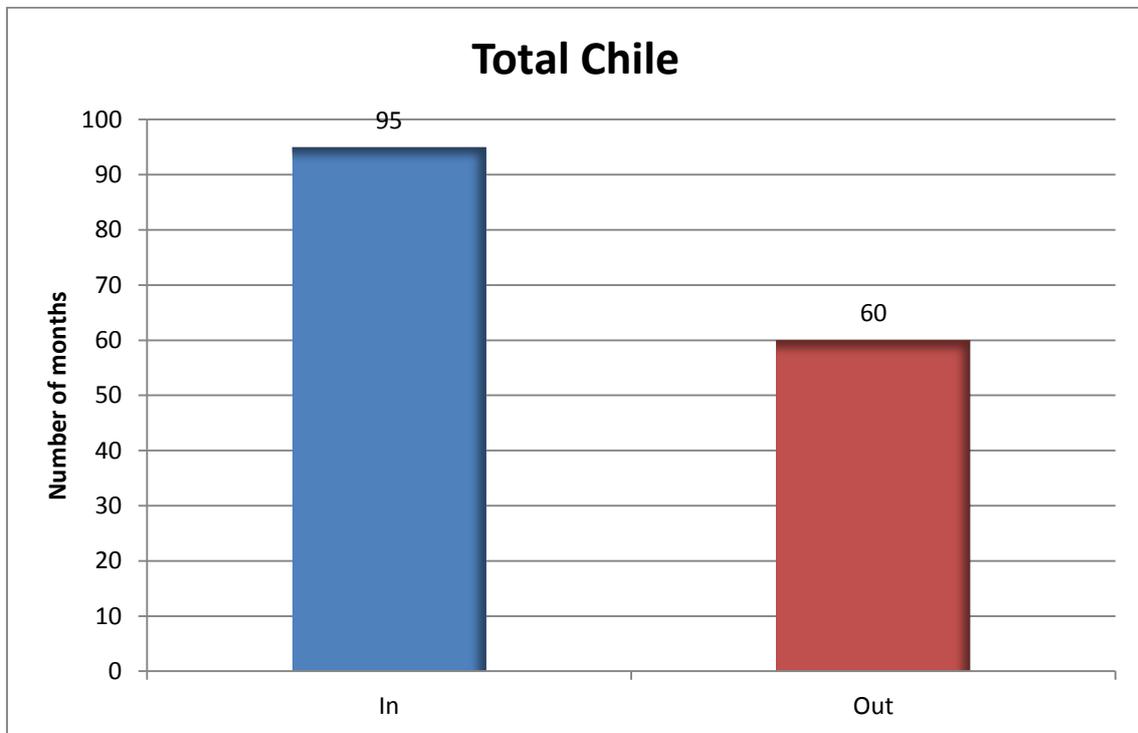
k) List of courses in English: **Master Level**

<b>Term</b>	<b>Courses Code</b>	<b>ECTS</b>
1	Leadership and Human Resource Management	3
1	Management of financial Institutions	6
1	Market & Environment of Financial Institutions	6
1	Research Skills	9
1	Alternative Investments	6
1	Applied Research Projects	9
1	Controlling and Business Processes in Banking	6
1	Applied Research Projects	6
1	International Economics and Politics	6
1	Scientific Exchange & International Conference	9
1	Brand Management, Communication & reputation Management	6
1	Consulting Projects (Problem-based Learning)	9
1	Pricing & Business Models in the Digital Age	6
2	Risk Management	6
2	Investments	6
2	Leadership and Ethics	3
2	Practical Exercises in Research Methods	9
2	Corporate Finance	6
2	Managing Strategy	6
2	Regulation and Competition	6
2	Scientific Exchange & International Conference	6
2	International Labour and Security Law	6



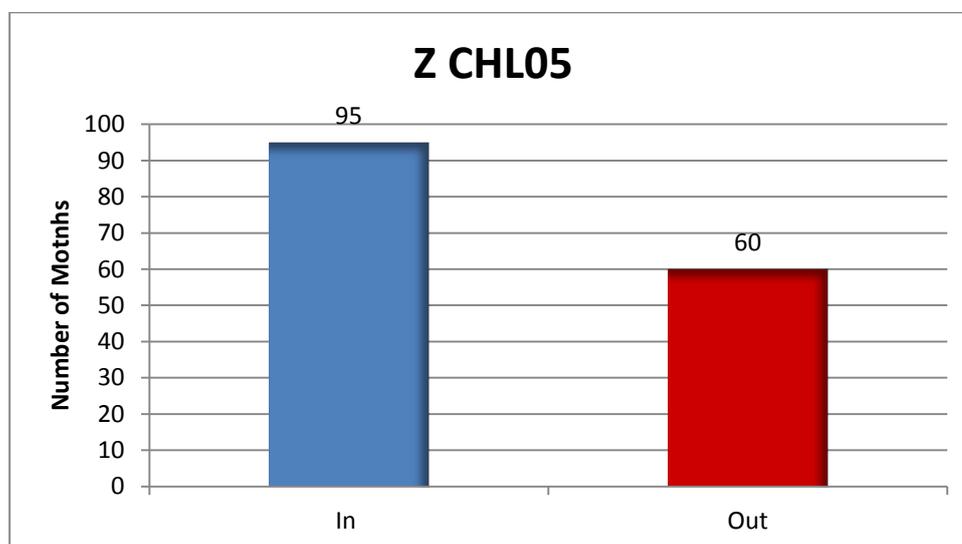
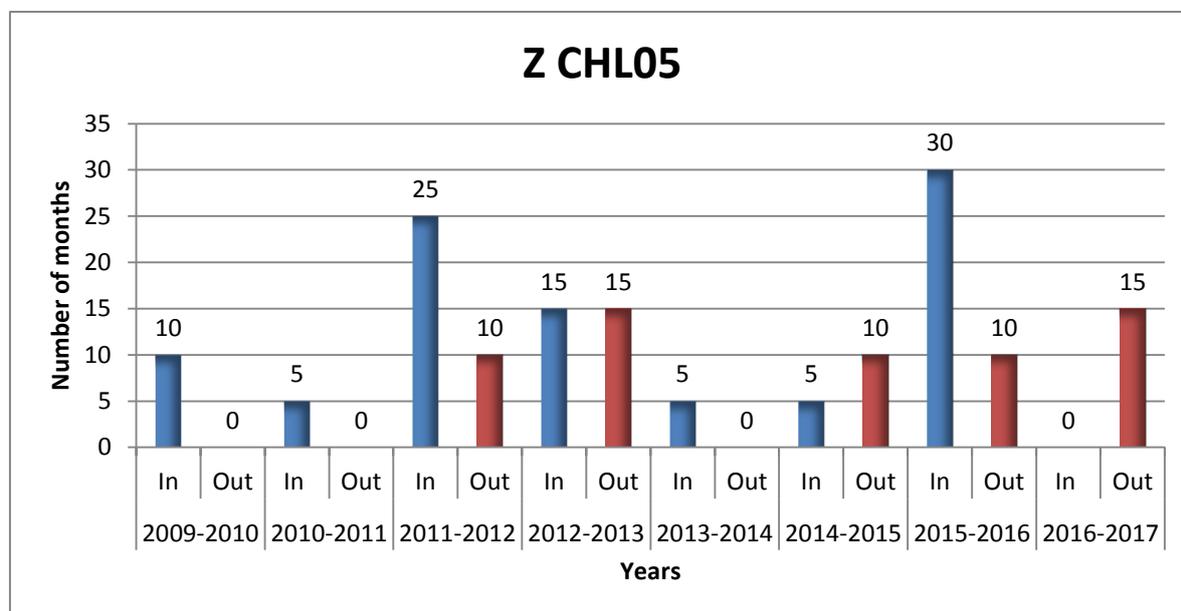
**Chile**

**(Z)**





- a) University code: **Z CHL05**
- b) Study field: **Business and Economics**
- c) Number of spots: **4 (4)**
- d) QS World University rankings: **200<sup>th</sup>**
- e) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- f) Master level courses available for students who have achieved 180ECTS: **No**
- g) Course offer in Spanish: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Recommended	B1	No
Spanish	Recommended	B1	No

j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
2	Control de Gestion	6
1	Human Resource Management	6
	Finance I: Investment	6
	Finance II: Corporate Finance	6
	Business I: International Business	6
	Intercultural Business Challenges in Latin America	6
	Latin America in World's Affairs	6
	Strategic Alliances, Mergers and Acquisitions	6
	International Management	6
	Desarollo De Sistema	6
	Management Control II	6
	Advanced Accounting	6
	Games and Strategies	6
	Entrepreneurship for Small Businesses	6
	Environmental Economics	6
	Business Process Management	6

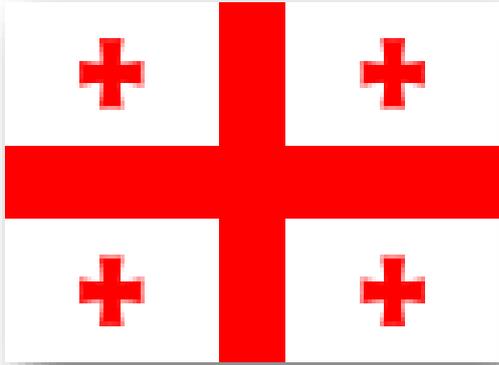
k) List of courses in Spanish: **Master Level**

Term	Course Title	ECTS
	Contabilidad I	6
	Contabilidad II	6
	Contabilidad	4
	Fundamentos de Costos	6
	Contabilidad Empresarial	6
	Costos y Presupuestos	6
	Analisis Contable	6
	Contabilidad Internacional	6
	Contabilidad Para Las Decisiones	6
	Gestion y Empresa	6
	Negocios I	6
	Negocios II	6
	Negocios III	6
	Entorno Legal	6
	Introduccion A Las Finanzas	6
	Analysis y Planificacion Financiera	6
	Finanzas	6
	Finanzas I	6
	Finanzas II	6
	Preparacion y Evaluacion de Proyectos	6
	Introduccion a la Gestion de Personas	6
	Gestion de Personas I	6
	Gestion de Personas II	6
	Planificacion y Diseno Organizacional	4
	Liderazgo en Grupos y Organizaciones	6
	Introduccion Al Marketing	6
	Marketing	6
	Marketing II	6
	Investigacion Operativa	6

	Gestion de Procesos de Negocios	6
	Gestion Estrategica de Operaciones	6
	Introduccion al Pensamiento Economico y Politico I	2
	Introduccion Al Pensamiento Economico y Politico II	2
	Introduccion a la Economia	6
	Economia Politica	6
	Urban Economics	6
	Economia de las Artes y la Cultura	6
	Historia Economica de Chile Contemporaneo	6
1	Economía, Humanismo y Valores	6
	Entorno Economico Para Los Negocios	6
	Evaluacion Social de Proyectos	6
	Metodos Matematicos Para Economia	6
	Aspectos Monetarios Del Comercio Internacional	6
	Politica Economica	6
	Desarrollo Economico	6
	Historia Economica	6
	Historia Economica	6
	Introduccion A La Macroeconomia	6
	Macroeconomia I	6
	Macroeconomia II	6
	Macroeconomia III	6
	Macroeconomia IV	6
	Introduccion A La Microeconomia	6
	Microeconomia I	6
	Microeconomia III	6
	Microeconomia IV	6
	Auditoria De Resgo Empresarial	6
	Auditoria Forense	6
	Ejecucion de Proyectos de Auditoria	6
	Auditoria TIC	6
	Control de Gestion I	6
	Control de Gestion III	6
	Control Interno	6
	Tecnologia Y Sistemas de Informacion	4
	Sistemas de Administracion de Base de Datos	6
	Sistemas de Aplicaciones	6
	Desarrollo de Sistemas	6
	Business Intelligence and Analytics	6
	Database and Business Intelligence Applications	6
	Tecnologia Informatica	6
	Business Intelligence	6
	Tecnologias de Informacion para los Negocios	6
	Metodos Matematicos I	6
	Metodos Matematicos II	6
	Metodos Matematicos III	
	Metodos Matematicos IV	6
	Metodos Matematicos Avanzados	6
	Introduccion a la Estadistica	6
	Analisis de Datos	6

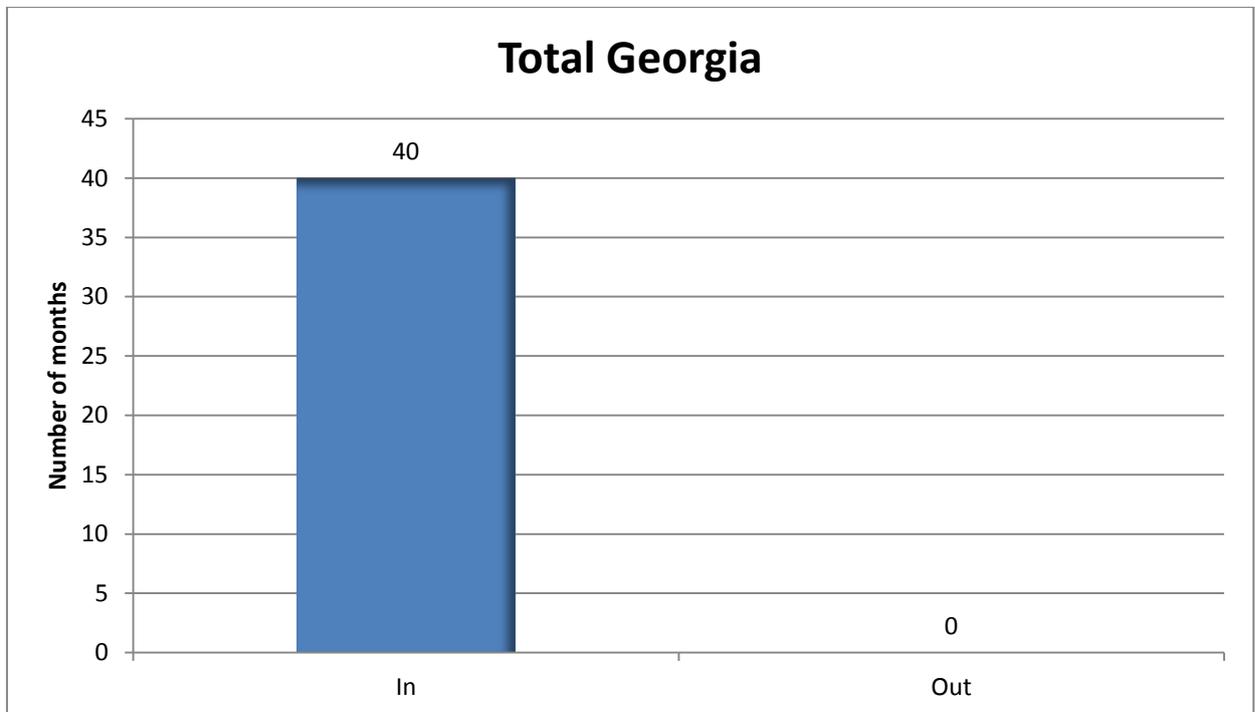
Teoria Estadistica	6
Econometria Aplicada	6
Metodos Cuantitativos I	6
Metodos Cuantitativos II	6
Metodos Cuantitativos III	6
Metodos Cuantitativos para los Negocios	6
Metodos Cuantitativos	6
Derecho Tributario	6
Impuesto Tipo Consumo	6
Renta Personal	6
Renta Empresarial	6
Aleman I	2
Frances I	2
Chino I	2
Ingles Preparatorio I	2
Ingles Preparatorio II	2
Ingles Basico	2
Ingles Intermedio I	2
Ingles Intermedio II	2
Ingles Avanzado	2
Introduccion a las Relaciones Internacionales y a la Globalizacion	2
Introduccion a la Sociologia	2
Introduccion a la Ciencia Politica	2
Introduccion a la Epistemologia	2
Introduccion a las Ciencias	2
Introduccion a la Ecologia	2
Introduccion a las Ideologias Politicas	2
Introduccion a la Psicologia	2
Introduccion a la Antropologia	2
Introduccion a la Historia de Chile	2
Introduccion a la Tecnologia	2
Entorno Social	2
Comunicacion I	2
Comunicacion II	2
Comunicacion III	2
Criterios para la Gestion y Aseguramiento de la Ciudad en la Educacion Superior (Online)	2
Fotografia Digital (Online)	2
Taller de Entrenamiento en Negociacion y Liderazgo (Online)	
Utilizado Excel Para Resolver Desafios Profesionales (Online)	2
¿Cómo Enfrentar Mi Primera Experiencia Laboral ? (Online)	2
Taller de Habilidades	2
Taller de Negocios	2
Taller de Politica Publica	2
Taller de Contabilidad y Auditoria	2
Taller de Costos	2
Acondicionamiento Fisico con Sobrecarga I	2
Acondicionamiento Fisico Mixto	2
Ajedrez I	2
Basquetbol Mixto	2

Escalada Deportiva	2
Futbol Damas I	2
Futbol I	2
Futsal I	2
Handbol Mixto I	2
Natacion	2
Fotografia Digital (Online)	2
Taller de Entrenamiento en Negociacion y Liderazgo (Online)	2
Utilizando Excel Para Resolver Desafios Profesionales (Online)	2
¿ Cómo Enfrentar Mi Primera Experiencia Laboral ? (Online)	2
Taller de Habilidades	2
Taller de Negocios	2
Taller de Politica Publica	2
Taller de Contabilidad y Auditoria	2
Taller de Costos	2
Taekwondo	2
Tenis de Mesa I	2
Tenis I	2
Voleibol Mixto	2
Introduccion al Entrenamiento Funcional	2
Bailes de Salon I (Hombres)	2
Bailes de Salon I (Mujeres)	2
Canto I	2
Fotografia I	2
Tratamiento de Imagen Digital	2
Yoga I	2
Zumba	2
Pintando con Acuarela	2



# Georgia

## (Z)



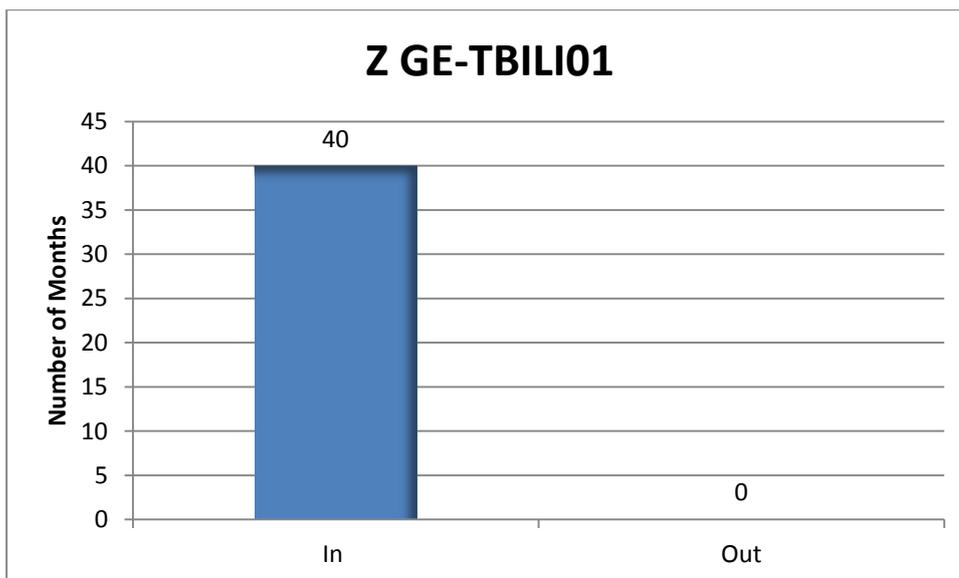
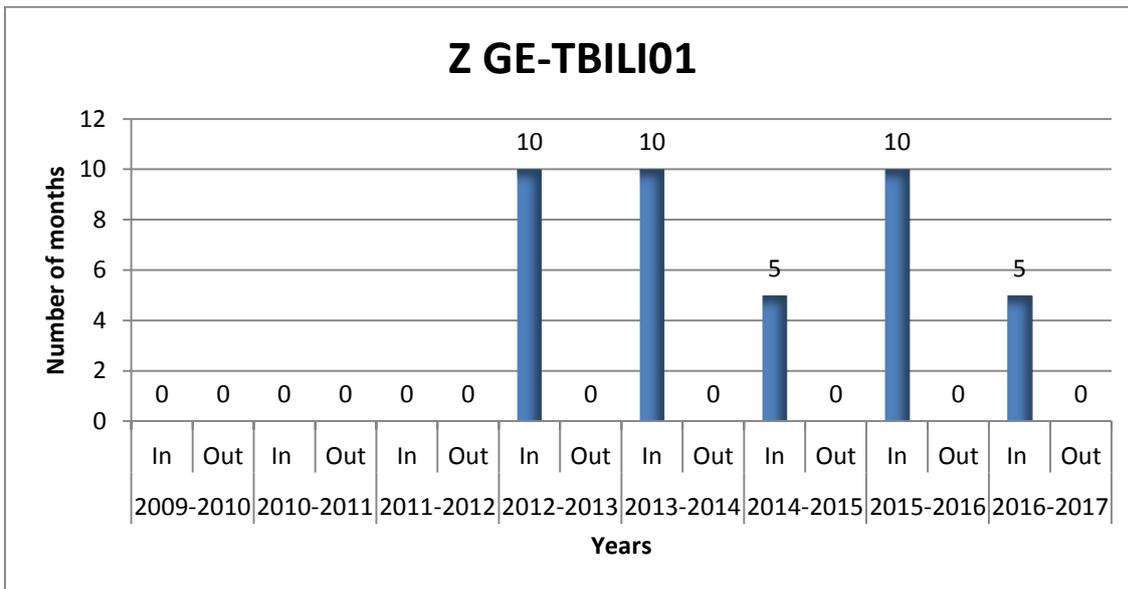
# INTERNATIONAL BLACK SEA UNIVERSITY



- a) University code: **Z GE-TBILIO1**
- b) Study field: **Business and Economics**
- c) Number of spots: **1 (1)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Recommended	B1	Home University

j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
<b>Accounting and Audit</b>		
	Academic Writing	
	Accounting Software Applications (ORIS)	
	Audit	
	Business English I & II	
	Business Statistics I & II	
	Calculus I & II	
	Consolidated Financial Reporting and Corporate Governance	
	Financial Reporting	
	Foreign Language	
	Information Technology	
	Introduction to Business Administration	
	Introduction to Finance	
	Legal Environment of Business	
	Macroeconomics	
	Managerial Accounting I & II	
	Microeconomics	
	Principles of Accounting I & II	
	Principles of Management	
	Principles of Marketing	
	Principles of Taxation	
	Tax Administration	
	Advanced Audit	
	Bank Accounting	
	Ethical Issues in Accounting	
	Financial Reporting for SMEs	
	Financial Statement Analysis	
	Government and Nonprofit Organizations' Accounting	
	Intermediate Accounting I & II	
	International Taxation	
	Introduction to Banking	
	Managerial Finance I & II	
	Real Estate Valuation	
	Tax Planning and Strategies	
<b>Economics</b>		
	Academic Writing	
	Contemporary World Economy	
	Econometrics	
	Economic Growth and Development	
	Evolution of World Economy	
	Fiscal Economics	
	Georgian Economy	
	History of Economic Thought	
	Information Technology	

	International Economics I & II	
	Introduction to Economics	
	Macroeconomics	
	Mathematics	
	Mathematics for Economists	
	Microeconomics	
	Monetary Economics	
	Professional English I & II	
	Professional Practice / Bachelor paper	
	Public Sector Economics	
	Research Methodology in Social Sciences	
	Sociology	
	Statistics for Social Sciences I & II	
	Accounting Software Application (ORIS)	
	Advanced Macroeconomics	
	Agricultural Economics	
	Applied Econometrics	
	Behavioural Economics	
	Economics of EU Integration	
	Foreign Language B1 (English, Spanish, Russian, German, Turkish)	
	Foreign Language B2 (English, Spanish, Russian, German, Turkish)	
	Fundamentals of Management	
	Fundamentals of Marketing	
	Game Theory	
	International Finance	
	Introduction to Banking	
	Introduction to Business	
	Introduction to Finance	
	Macroeconomic Diagnosis	
	Natural resources and environmental Economics	
	Principles of Accounting	
	Project Management	
	Psychology	
	Sectorial Analysis of Economy and Stabilization Policy	
	Taxation	
	Tourism Economics	
<b>Finance</b>		
	Academic Writing	
	Business English I & II	
	Business Statistics I & II	
	Calculus I & II	
	Financial Institutions	
	Financial Statement Analysis	
	Foreign Languages (Turkish/Russian/Georgian/German/Spanish/French)	
	Information Technology	
	International Finance	
	Introduction to Business Administration	
	Introduction to Finance	
	Investment and Portfolio Management	
	Legal Environment of Business	

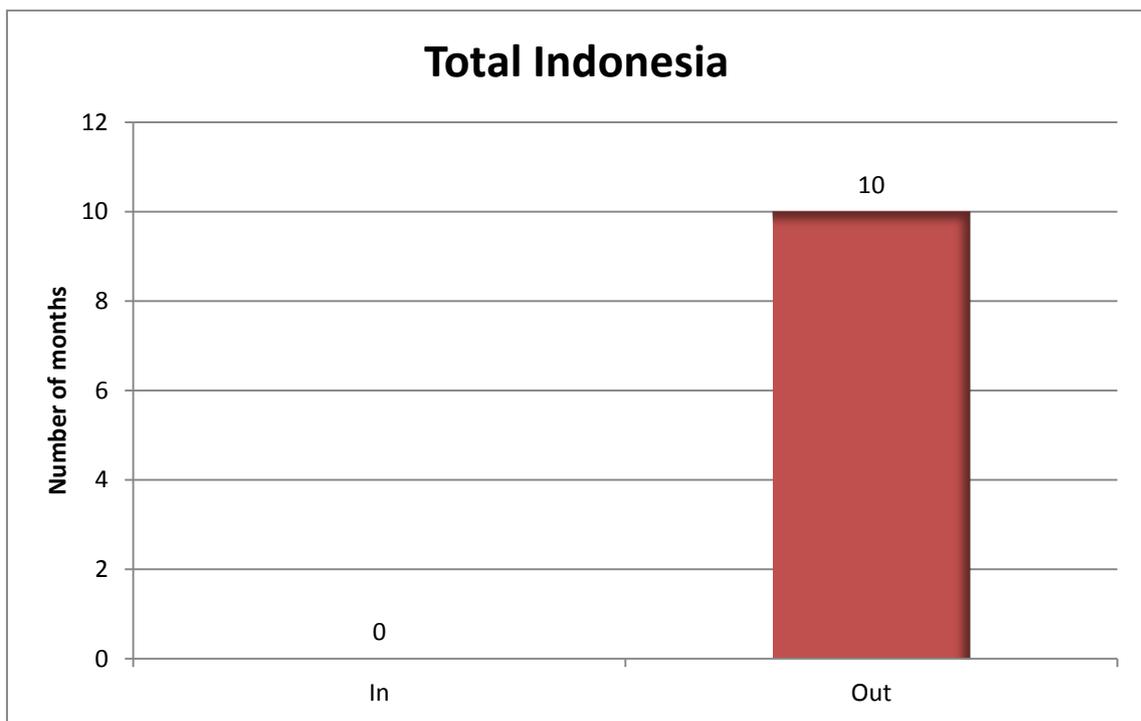
	Macroeconomics	
	Managerial Finance I & II	
	Microeconomics	
	Principles of Accounting I & II	
	Principles of Management	
	Principles of Marketing	
	Public Finance	
	Accounting Software Applications (ORIS)	
	Advanced Information Technology	
	Audit	
	Business Ethics and Corporate Social Responsibilities (CSR)	
	Business Forecasting	
	Business Research Methods	
	Consolidated Financial Reporting and Corporate Governance	
	Econometrics	
	EU Integration and Financial Reforms in Visegrad Countries	
	Financial Mathematics	
	Financial Reporting	
	Fundamentals of Risk Management	
	Human Resources Management	
	International Economics	
	Introduction to Banking	
	Logistics	
	Marketing of Financial Services	
	Money and Banking	
	Online Marketing	
	Principles of Branding	
	Principles of Insurance	
	Principles of Taxation	
	Real Estate Valuation	
	Securities Analysis	
	Selected Topics in Finance	
	Small and Medium – Sized Business Management	
<b>Management</b>		
	Academic Writing	
	Business Administration	
	Business English I & II	
	Business Research Methods	
	Business Statistics I & II	
	Calculus I & II	
	Human Resources Management	
	Information Technology	
	International Business Management	
	Introduction to Finance	
	Legal Environment of Business	
	Managerial Finance I	
	Organizational Behavior	
	Principles of Accounting I & II	
	Principles of Macroeconomics	
	Principles of Management	

	Principles of Marketing	
	Principles of Microeconomics	
	Project Management	
	Small Business Management	
	Strategic Management	
	Accounting Software Applications	
	Advanced Information Technology	
	Brand Marketing Management	
	Business Ethics and Corporate Social Responsibility	
	Business Forecasting	
	Career Management	
	Corporate Communication	
	Financial Institutions	
	Innovations Management and Entrepreneurship	
	International Economics	
	Investment Portfolio Management	
	Leadership Management	
	Logistics	
	Managerial Accounting	
	Managerial Finance II	
	Monetary Theory and Policy	
	Organizational Change and Development	
	Principles of Taxation	
	Production and Operation Management	
	Public Relations	
	Quality Management	
	Retailing	
	Strategic Marketing	



# Indonesia

## (Z)

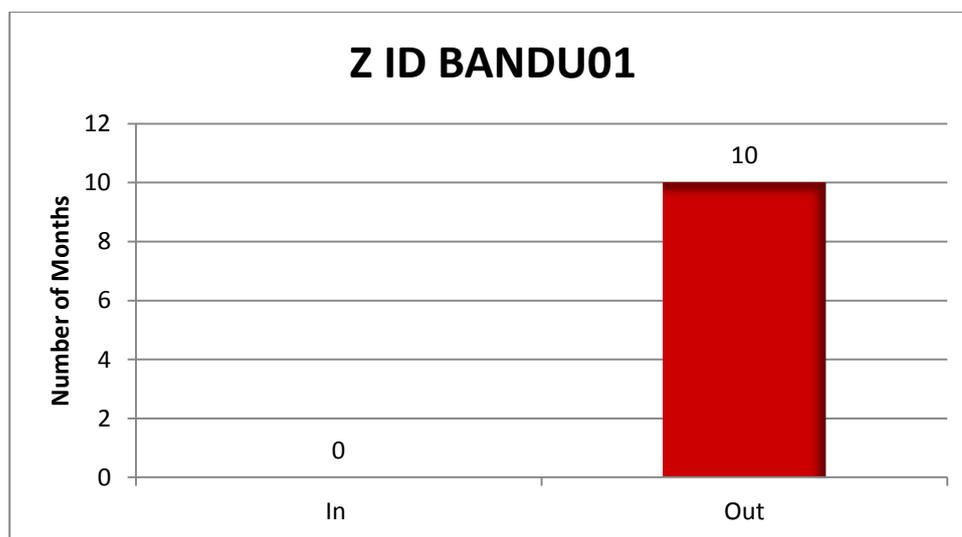
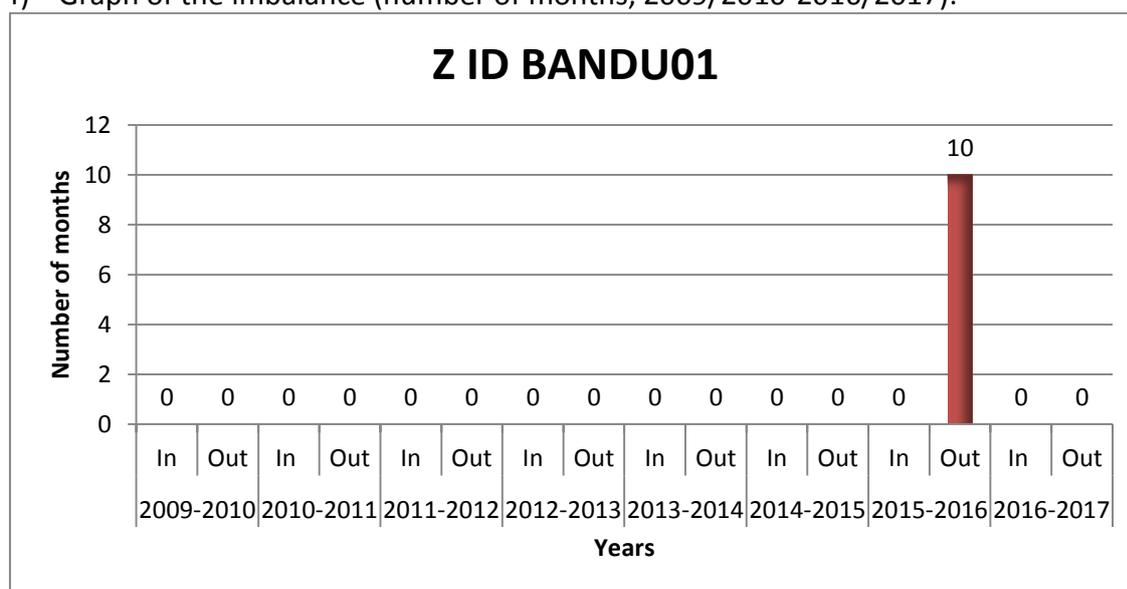




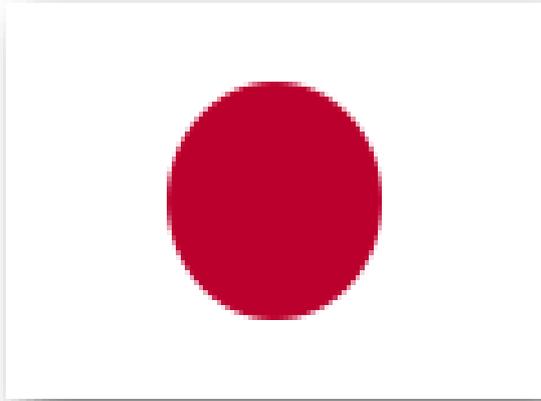
- a) University code: **Z ID BANDU01**
- b) Study field: **Business and Economics**
- c) Number of spots: **3 (3)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	B2.2 IELTS 6.5

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

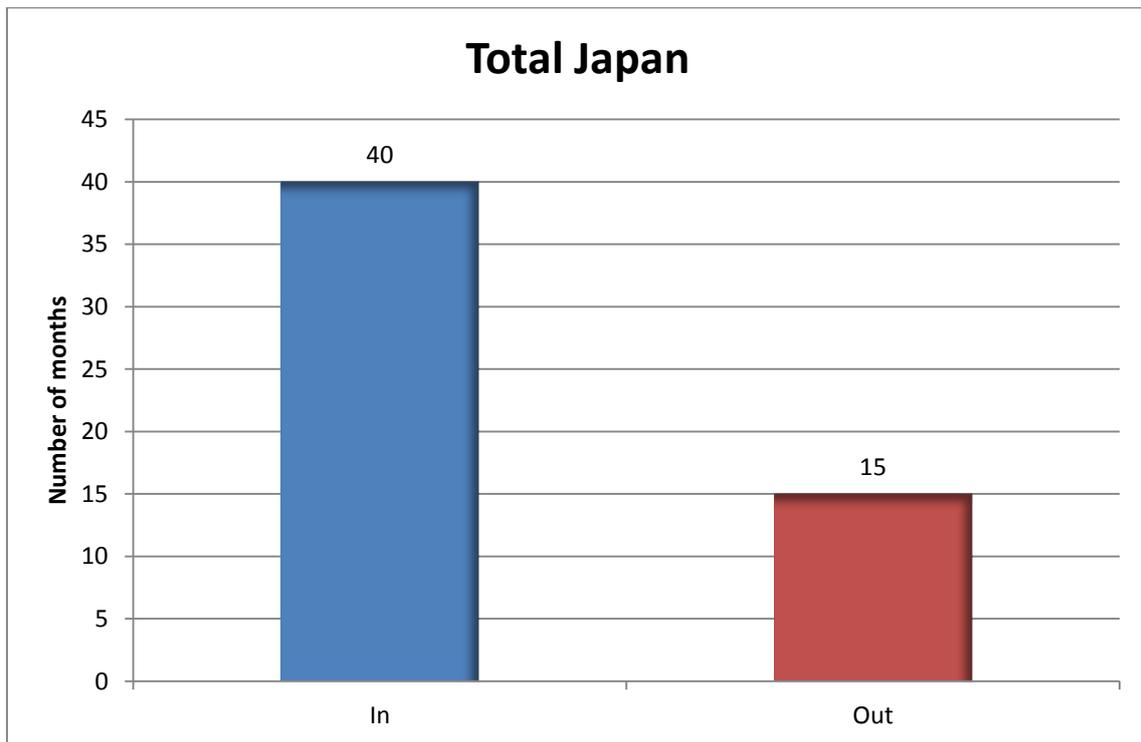


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



# Japan

## (JP)

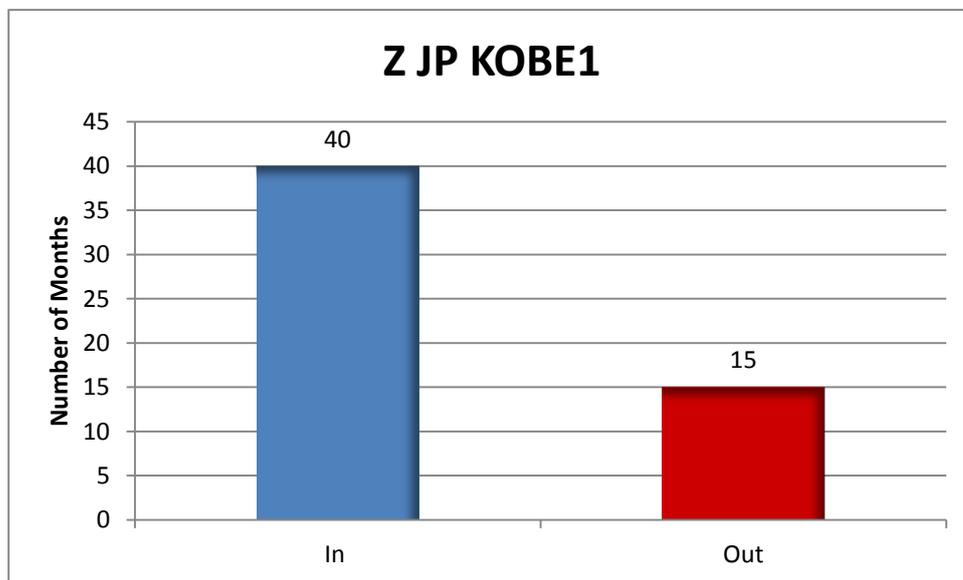
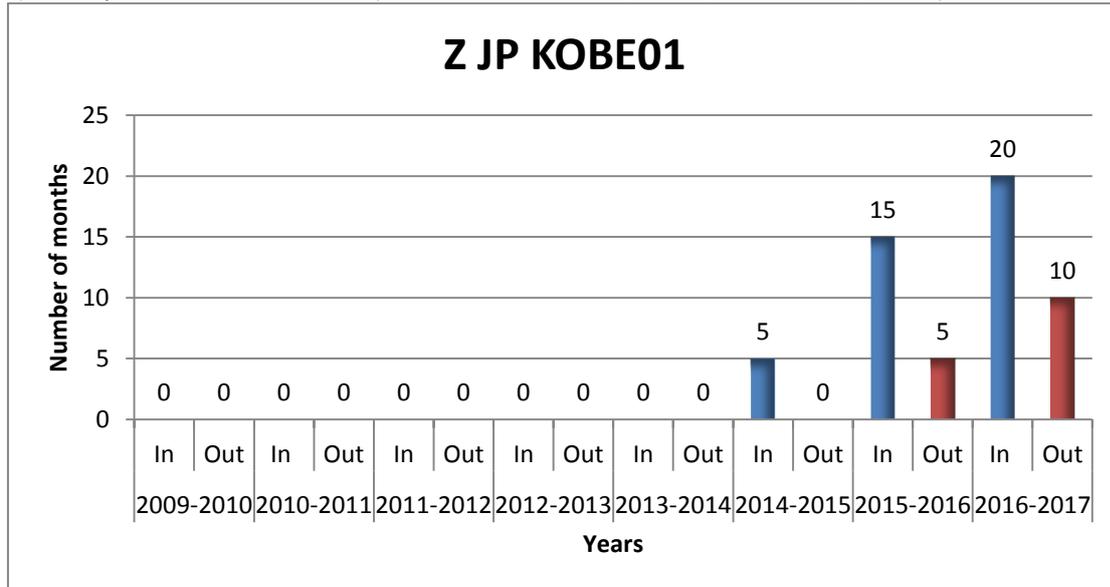




- a) University code: **Z JP KOBE01**
- b) Study field: **Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **369<sup>th</sup>**
- e) Language requirement(from agreement):

Language	Status	CEFR
English	Recommended	B2
Japanese	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested

English	Recommended	B2	No
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j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
2	Elementary Economics	5
2	Intermediate Macroeconomics	5
2	Japan Economics Theory	5
2	International Economics	5
2	Asian Economic Theory	5
2	Theory of Input-Output	5
2	Corporate Finance Theory	5
2	Modern Western Economic History	5
2	Heavy Wealth Social Policy	5
2	Intermediate Microeconomics	5
2	Intermediate Microeconomics 2	5
2	Advanced Microeconomics	5
2	Senior European Integration	5
2	Overview of Advanced Comparative Institutional Analysis	5
2	Senior Econometrics	5
2	Advanced Micro Data Analysis	5
2	Current Situation of Finance, Finance and Kansai Economy	5
2	Special Exercise (IFEK)	2,5
2	Seminar (IFEK)	2,5
2	Spatial Economy	5
2	Global Economy	5
2	Business Writing	2,5
2	Advanced Microeconomics	5
2	Aspects of EU Economies	5
2	Statistics	5
2	Intermediate Macroeconomics	5
2	Econometrics	5
2	American Economics Theory	5
2	Applied Game Theory	5
2	Population Policy	5
2	Labor Economics	5
2	Intermediate Macroeconomics	5
2	Senior Industry Organization	5
2	Senior Microeconomics	5
2	Senior Chinese Economics	5
2	Senior Contemporary Economics (Freedom VS Welfare)	5
2	Global Strategy of General Trading	2,5
2	Learning from Business Leaders: discussion and dialogue	5
2	Special Exercise (IFEK)	2,5
2	Academic Writing	2,5
2	Advanced Macroeconomics	2,5
2	Macroeconomics	5
2	Advanced Econometrics	5
2	Advanced Portfolio Management	
2	Advanced Portfolio Management 2	5
2	Asset Management Theory and Practice	5

2	European Economic Exercise	5
2	Presentation skills (Academic & Business)	5
2	Japan-Europe Comparative Seminar	5
2	EU-Japan Comparative Seminar	5
2	Japan-Europe Comparative Seminar III	5
1	Environmental NPO Practice Theory	5
1	Economic History	5
1	Intermediate Level Micro-Economics	5
1	Economic Policy Fundamentals	5
1	International Political Economy Theory	5
1	International Investment Theory	5
1	Economic System Theory	5
1	Economic Statistics	5
1	Financial Theory	5
1	Senior Macroeconomics	5
1	Advanced Statistical Reasoning Theory	5
1	Senior Input-Output Analysis	5
1	Advanced Micro Data Analysis	5
1	Advanced Development Economics	5
1	A General Trading Company in a Global Environment	5
1	Sojitz Special Exercise (IFEK)	2,5
1	Maruyama Japanese Economy	5
1	Business Writing	2,5
1	Advanced Microeconomics	5
1	Aspects of EU Economies	5
1	Intermediate Level Micro Economics II	5
1	Public Economics	5
1	Economic Policy Principle	5
1	Chinese Economics Theory	5
1	Environmental Economics Theory	5
1	International Finance Theory	5
1	International Trade Theory	5
1	European Economics Theory	5
1	Senior Macroeconomics	5
1	Senior International Macroeconomics	5
1	Senior Financial Economics	5
1	Senior Corporate Finance Theory	5
1	Senior Corporate Finance Theory	5
1	Senior Macro Finance	5
1	Advanced Economics of Disaster Management	5
1	Special Exercise (IFEK)	2,5
1	Advanced Macroeconomics	5
1	Advanced Econometrics	5
1	Economic Mathematics	5
1	Trends in Macroeconomics	5
1	Customs Policy and Customs Administration	5
1	Customs Introduction to Business Accounting: Introduction to Career Lecture	5
1	Introduction to Social Communication	5
1	Academic Reading	2,5
1	Japan-Europe Comparative Seminar	5

2	Intermediate Microeconomics	5
2	Special Seminar (IFEK) 3A	2,5
2	Business Writing	2,5
2	Advanced Microeconomics	5
2	Aspects of EU Economics(Lecture)	5
2	Intermediate Macroeconomics	5
2	Special Seminar (IFEK) 3B	
2	Academic Writing	2,5
2	Advanced Macroeconomics	5
2	Advanced Econometrics	5
2	Presentation skills(Academic & Business)	5
2	Advanced Portfolio Management	5
2	EU-Japan comparative seminar 1	5
2	EU-Japan comparative seminar 3	5
1	Advanced Development Economics	5
1	Special Seminar (IFEK) 2A	2,5
1	Japanese Economy	5
1	Business Writing	2,5
1	Advanced Microeconomics	5
1	Aspects of EU Economics(Seminar)	2,5
1	Advanced Economics of Disaster Management	5
1	Special Seminar (IFEK) 2B	2,5
1	Academic Writing	2,5
1	Advanced Macroeconomics	5
1	Advanced Econometrics	5
1	Academic Reading	5
1	EU-Japan comparative seminar 2	5

k) List of courses in English: **Master Level**

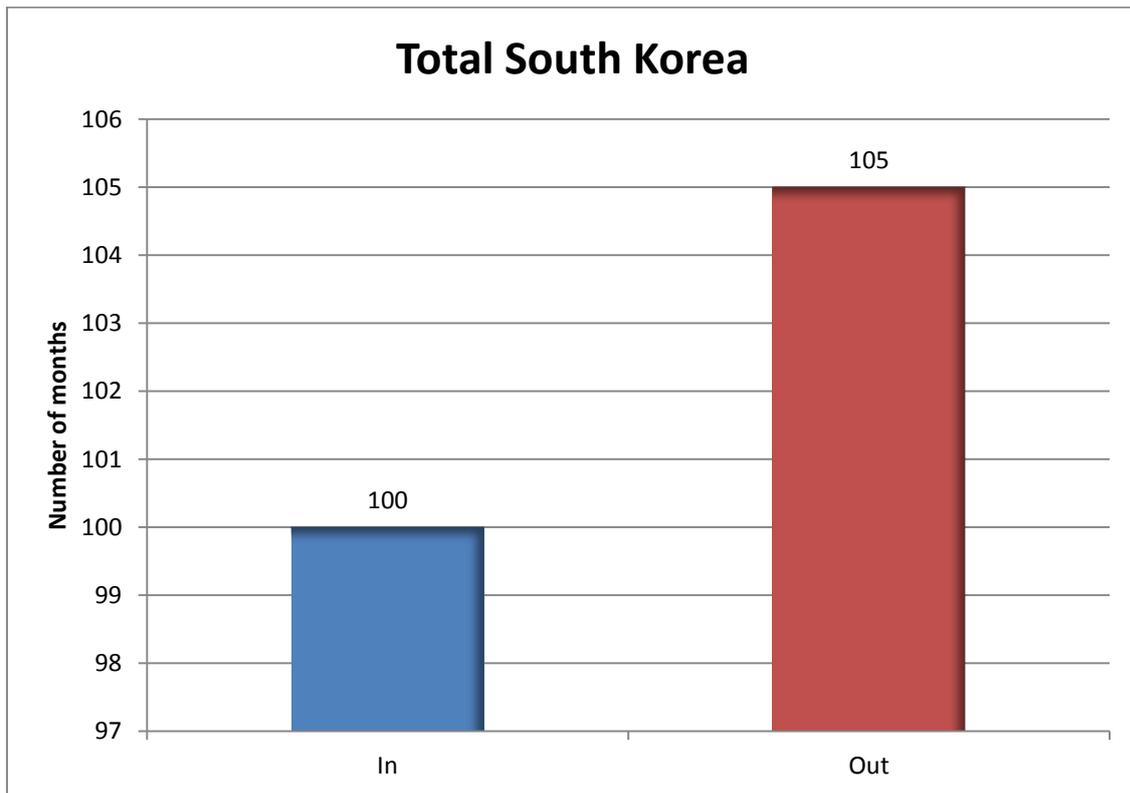
Term	Course Title	ECTS
2	Micro Economics	5
2	European Integration History	5
2	Introduction to Comparative Institutional Analysis	5
2	Econometrics	5
2	Micro Data Analysis	5
2	Macroeconomics	5
2	Economic Dynamics	5
2	Behavior Decision Making Special	5
2	Japan's monetary Policy	2,5
2	Microeconomics	5
2	Business Economic	5
2	Topics in Macroeconomics	5
2	Analysis of Stationary Time Series	5
2	Economics & Financial Crises	5
2	Business Writing	2,5
2	Aspects of EU Economies	5
2	Micro Economics	5
2	Industrial Organization Theory	5
2	Chinese Economics Theory	5
2	Modern Economics (Free vs. Welfare)	5

2	Asian Economic Theory	5
2	Action Decision	5
2	Japan's Financial System	2,5
2	Macroeconomics	5
2	Econometrics	5
2	Spatial Political Economy	5
2	Comparative Economic History	5
2	Academic Writing	2,5
2	Applied Economics Exercise Special Lecture	5
2	Basic Microeconomics	5
2	Japan Economic Exercise	5
2	Japan Economic Foundation	5
2	Microeconomics	5
2	Portfolio Management	5
2	Presentation Skills(Academic & Business)	5
2	EU-Japan comparative seminar (Advanced)	5
2	Intermediate Microeconomics	5
2	Intensive Bear Chamber	5
2	Intermediate Macroeconomics Intense	5
2	Modern Economics (Microeconomics)	5
2	American Economic Theory Central Landlord	5
1	Micro Data Analysis	5
1	Macroeconomics	5
1	Statistical Reasoning Theory	5
1	Input-Output Analysis	5
1	Development Economics	5
1	Micro Economics	5
1	Applied International Economics	5
1	Latin American Economic Theory	2
1	Microeconomics	5
1	Business Writing	2,5
1	Analysis of Nonstationary Time Series	5
1	Economic of Innovation	5
1	Comparative Economy	5
1	Behavioral Financial	5
1	Macroeconomics	
1	International Macroeconomics	5
1	Theory of Financial Economy	5
1	Corporate Finance Theory	5
1	Applied International Economics	5
1	Indian Economic Theory	5
1	Application Time Series Analysis	5
1	Macro Finance	5
1	Academic Writing	2,5
1	Econometrics	5
1	Macroeconomics	5
1	Economic of disaster Management	5
1	Topics on European Economy	5
1	English dissertation preparation exercise	5
1	Fundamental Macroeconomics	5

1	Japan Economic Exercise	5
1	Japan Economic Foundation	5
1	Macroeconomics	5
1	Academic Reading	5
1	Financial Markets Workshop	5
1	Comparative Economic Seminar	5
1	Social Security	
2	Microeconomics	5
2	Business Economics	5
2	Topics in Macroeconomics	5
2	Analysis of Stationary Time Series	5
2	Economics & Financial Crises	5
2	Business Writing	2,5
2	Aspects of EU Economics (Advanced Lecture)	5
2	Macroeconomics	5
2	Econometrics	5
2	Spatial Political Economy	5
2	Comparative Economic History	5
2	Academic Writing	2,5
2	Presentation Skills (Academic & Business)	5
2	Portfolio Management	5
2	EU-Japan comparative seminar (Advanced)	5
1	Development Economics	5
1	Microeconomics	5
1	Business Writing	2,5
1	Analysis of Nonstationary Time Series	5
1	Economic of Innovation	5
1	Comparative Economy	5
1	Behavioral Financial	5
1	Academic Writing	2,5
1	Econometrics	5
1	Macroeconomics	5
1	Economic of Disaster Management	5
1	Topics on European Economy	5
1	Academic Reading	5
1	Comparative Economic Seminar	5
1	Financial Markets Workshop	5
1	Social Security	5



# South Korea (KR)

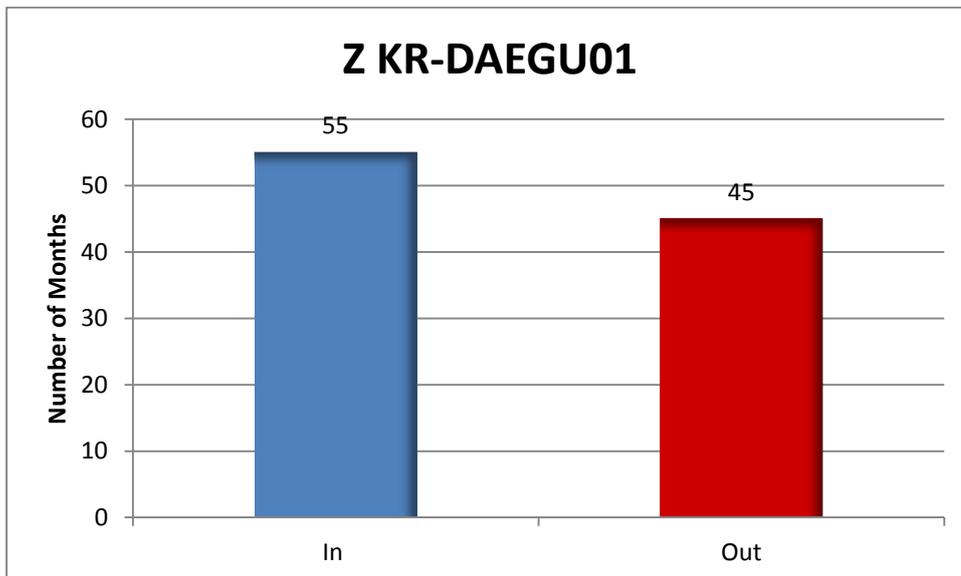
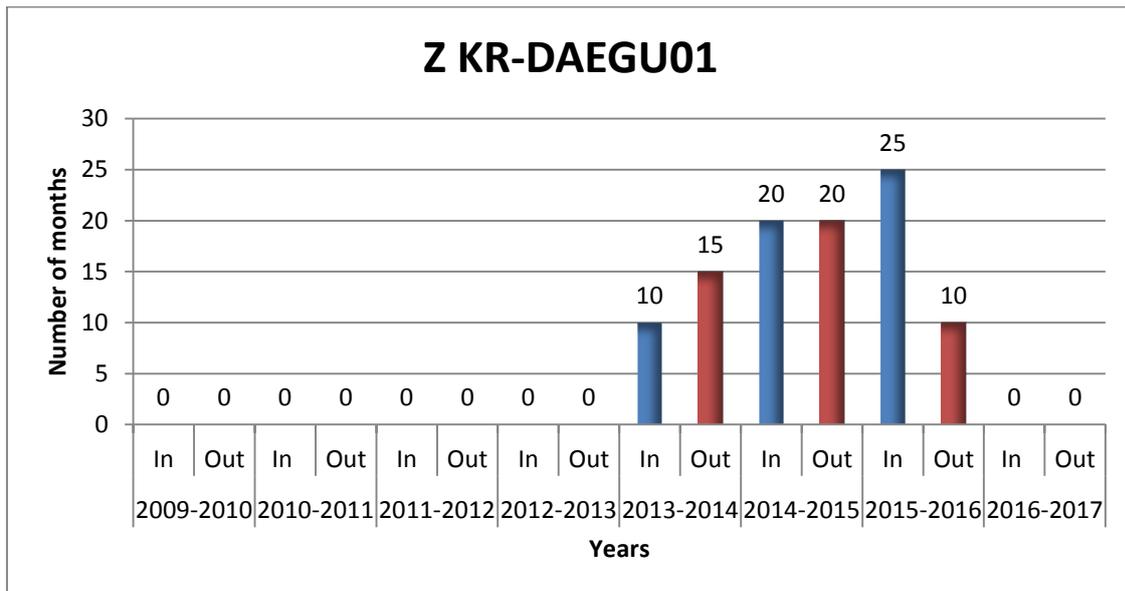




- a) University code: **Z KR-DAEGU01**
- b) Study field: **Business, Economics and Sociology**
- c) Number of spots: **3 (3)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

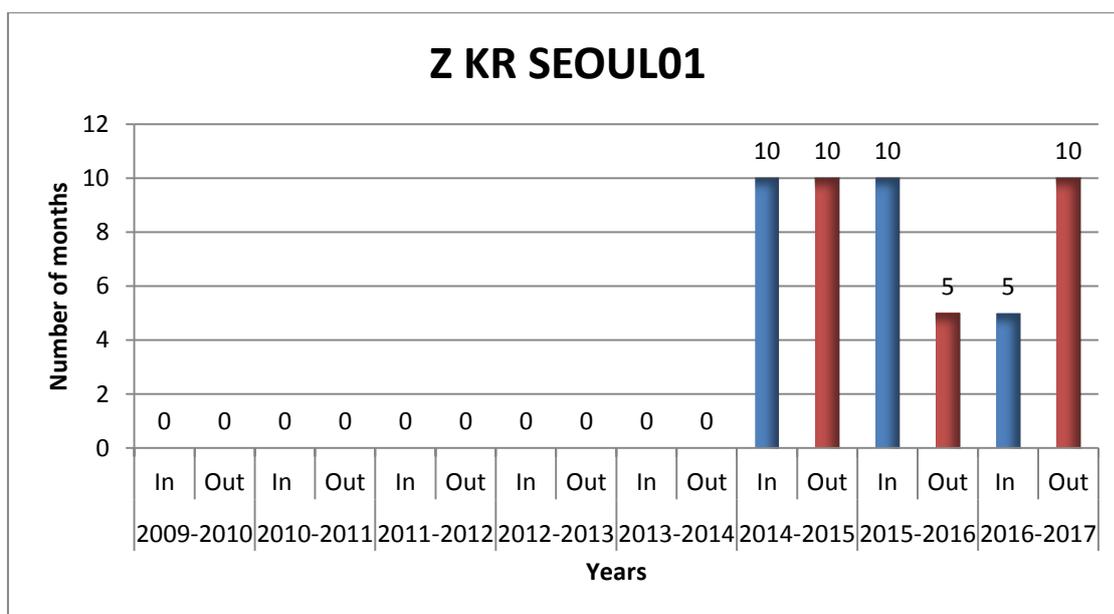


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **Z KR-SEOUL1**
- b) Study field: **Business, Economics, Sociology and Statistics**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements(from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

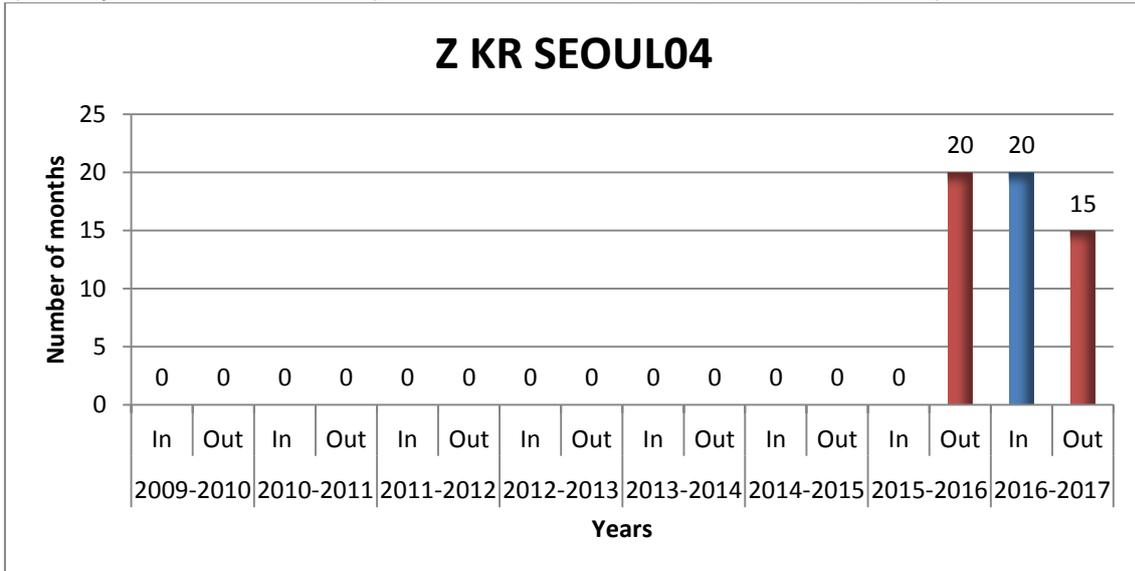
# UNIVERSITY OF SEOUL (UOS)



- a) University code: **Z KR SEOUL04**
- b) Study field: **Business**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **601<sup>st</sup> -650<sup>th</sup>**
- e) Language requirement (from agreement):

Language	Status	CEFR
English	Recommended	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	Not asked	Not asked	Not asked

j) List of courses in English: **Bachelor Level**

Term	Course Title	ECTS
1-2	Principles of Management	6
1-2	Global Business	6
1-2	Global Finance	6
1-2	Marketing Management	6
1-2	Production and Operations Management	6
1-2	Consumer Behavior	6
1-2	Organization Behavior	6
1-2	Investment	6
1	Accounting Principles	6
1-2	Management Information System	6
1-2	Statistics for Business	6
2	Human Resources Management	6
2	Marketing Strategy	6
2	Beginning Korean Language*	6
2	Intermediate Korean Language I**	6
2	Advanced Korean Language I***	6
2	Practical Korean: Beginning*	4
2	Practical Korean: Intermediate I**	4
2	Practical Korean: Advanced I***	4
2	Special Topics in Korean Studies	6
2	Korean Tradition and Culture	6
2	Korean Politics and Society	6
2	Korean Economy & Business	6
2	Korea and Globalization	6
2	Special Topics in Asian Studies	6
2	Economic Development in East Asia	6
2	Business English	6
2	International Business Culture & Communication	6
2	Urban Economics and policy	6
2	Knowing Seoul	6
2	Marketing Management	6
2	Marketing Communications	6
2	Production & Operations Management	6
2	Financial Management	6
2	Investment Theory	6
2	Derivative Securities	6
2	Human Resource Management	6
2	Management Information Systems	6
2	Global Business	6
2	Global Financial	6
2	International Marketing	6
2	Macroeconomics	6
2	Theory of International Trade	6
2	International Organizations	6
1-2	English Grammar	6
2	English Practice	6

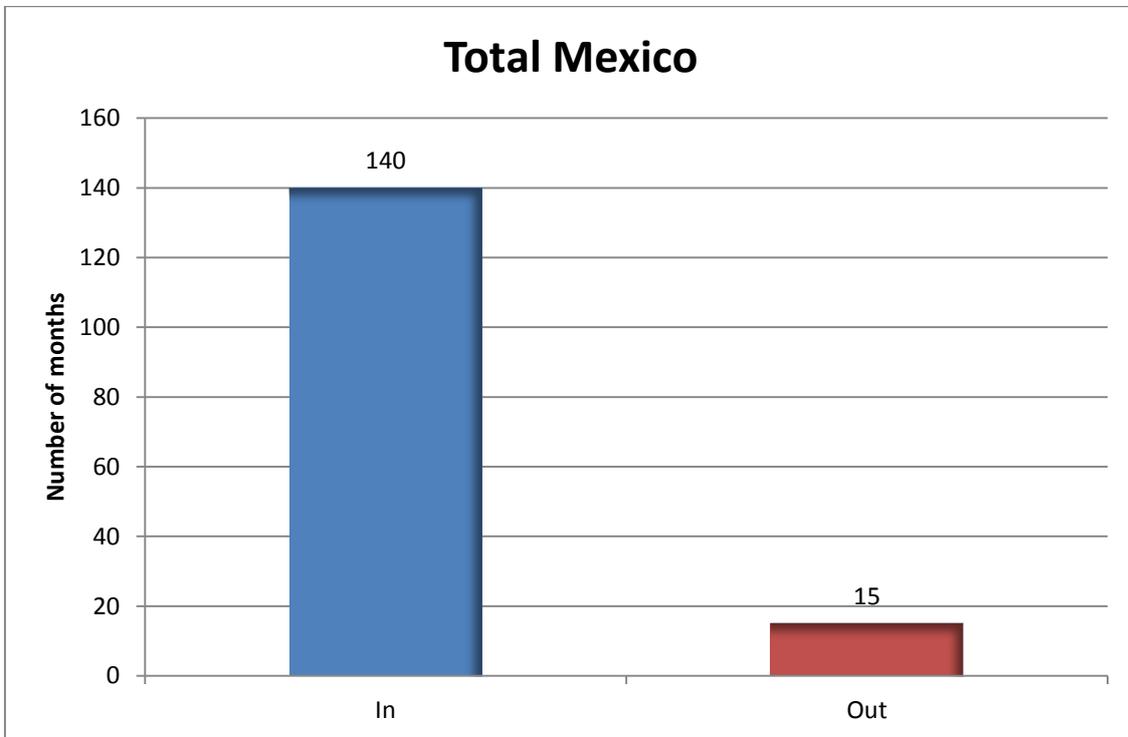
1	English Writing I	6
1	Theory and Practice of Historical Writing	6
2	Practice in Elementary Chinese I	6
2	Chinese Conversation in Basic-Level	6
1-2	Practical Chinese Conversation	6
1	Practice in Elementary Chinese II	6
1	Chinese Fables and Idiom	6
1	Chinese Composition	6
1	Practical Chinese Conversation	6
1	Introduction to Modern China	6
2	Discrete Mathematics	6
2	Korean Public Administration	6
2	Theories and Practices of Governance	6
2	Advanced Adapted Physical Activity	6
1	Cities and Economics	6
2	Urban Markets Analysis	6
1	Urban Economics	6
1	East Asian History	6

\*/\*\*/\*\*\*: Has to be taken together.

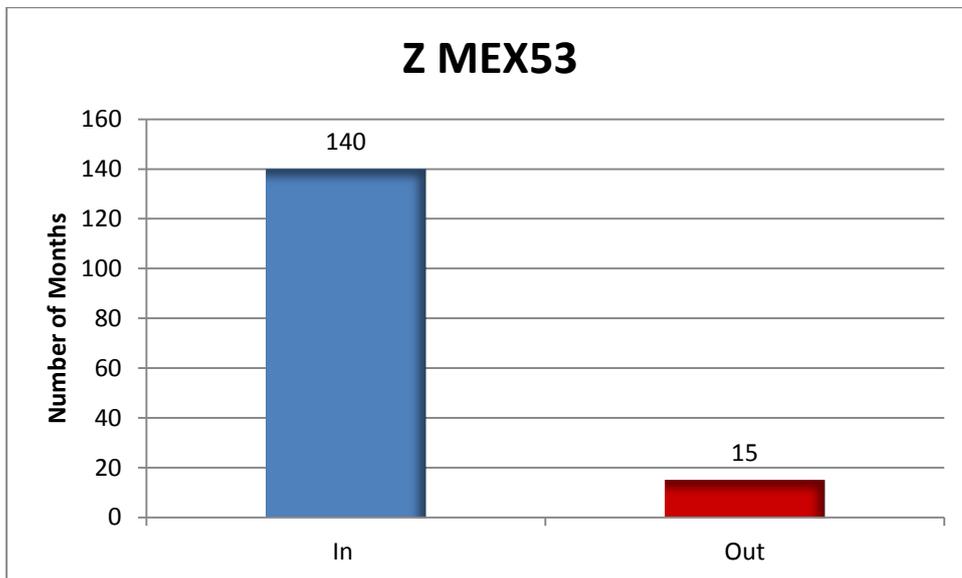
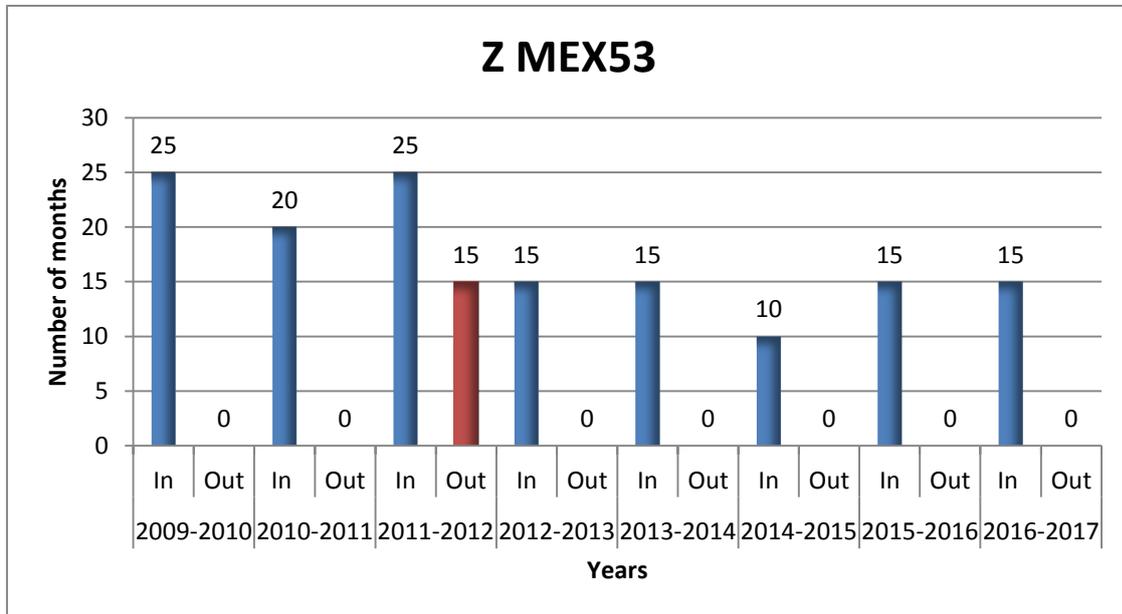


# Mexico

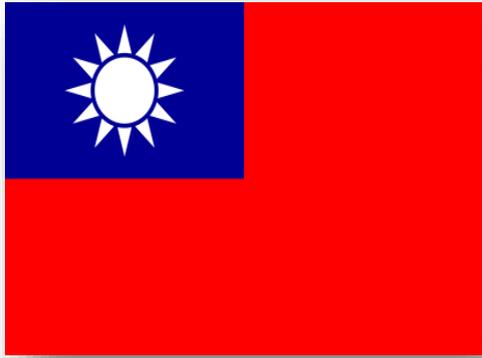
## (Z)



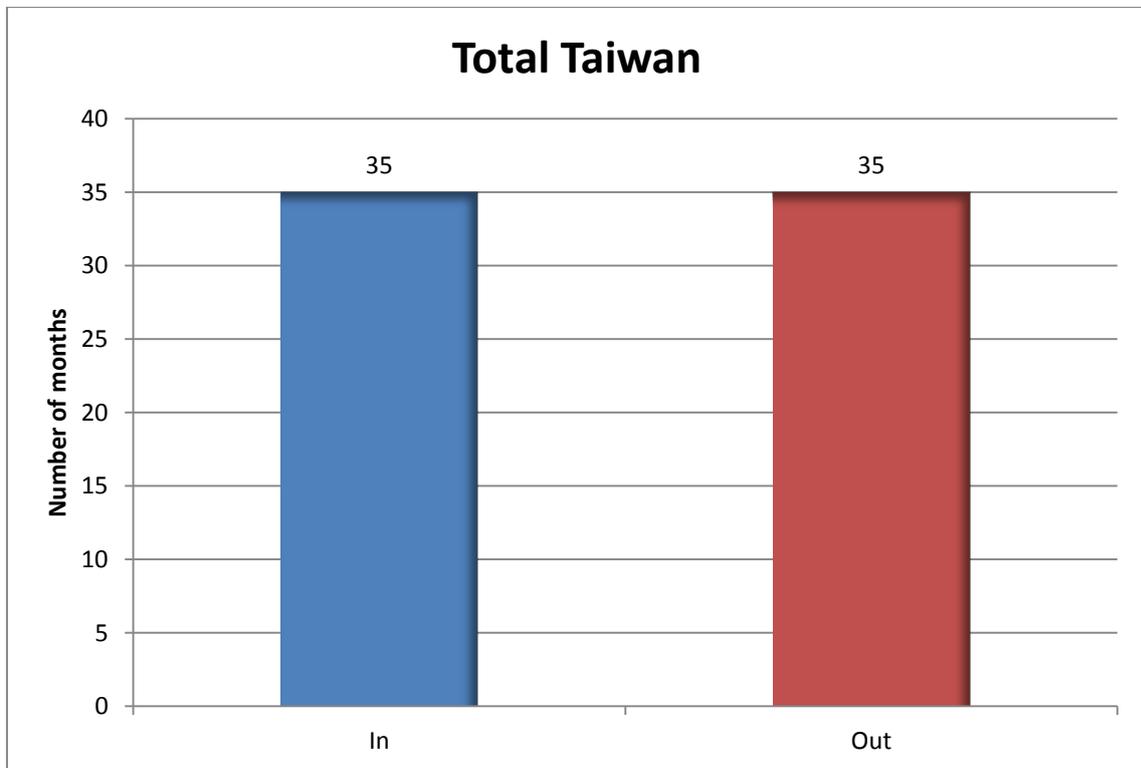
- a) University code: **Z MEX53**
- b) Study field: **Business**
- c) Number of spots: **3 (3)**
- d) QS World University rankings: **N/A**
- e) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



# Taiwan (TW)



# COLLEGE OF SOCIAL SCIENCES NATIONAL TAIWAN UNIVERSITY

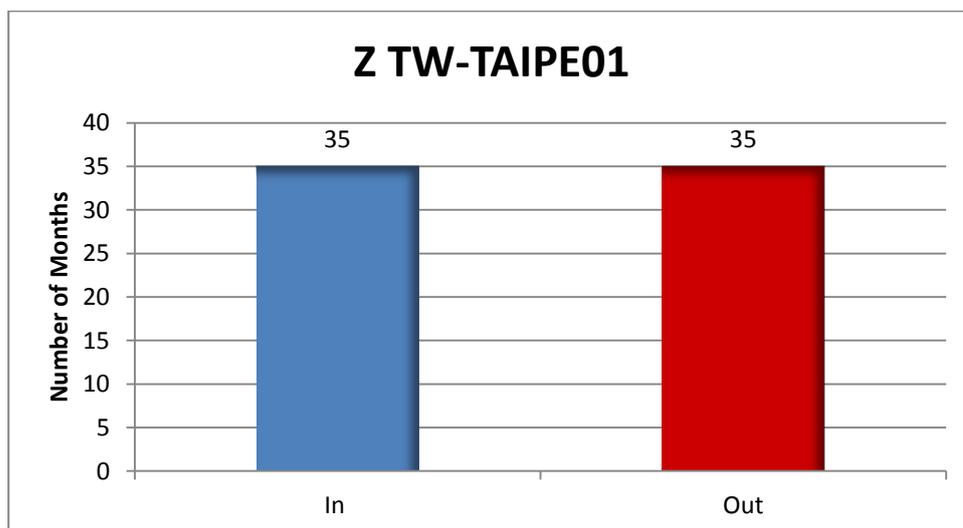
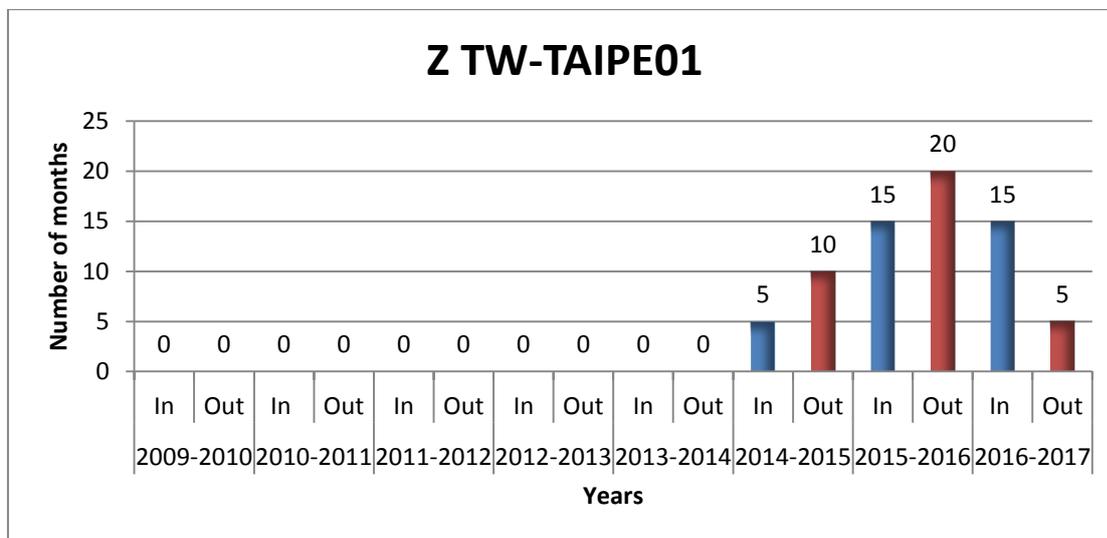


國立臺灣大學  
National Taiwan University

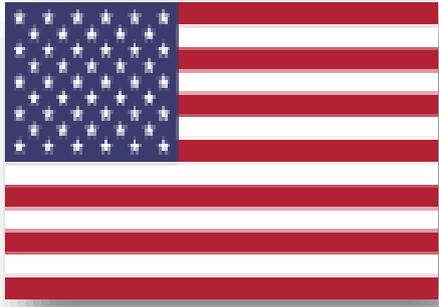
- a) University code: **Z TW-TAIPE01**
- b) Study field: **Economics and Sociology**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **68<sup>th</sup>**
- e) Language requirements(from agreement):

Language	Status	CEFRL
English	Recommended	B2

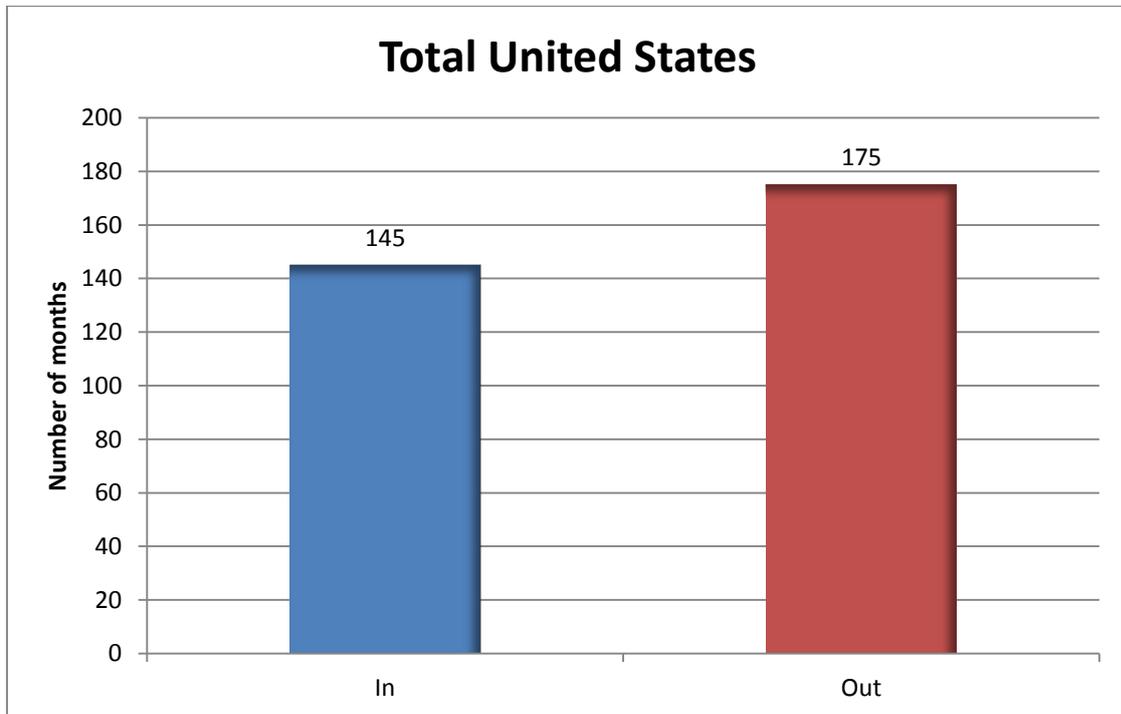
- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**



# United States of America (Z)

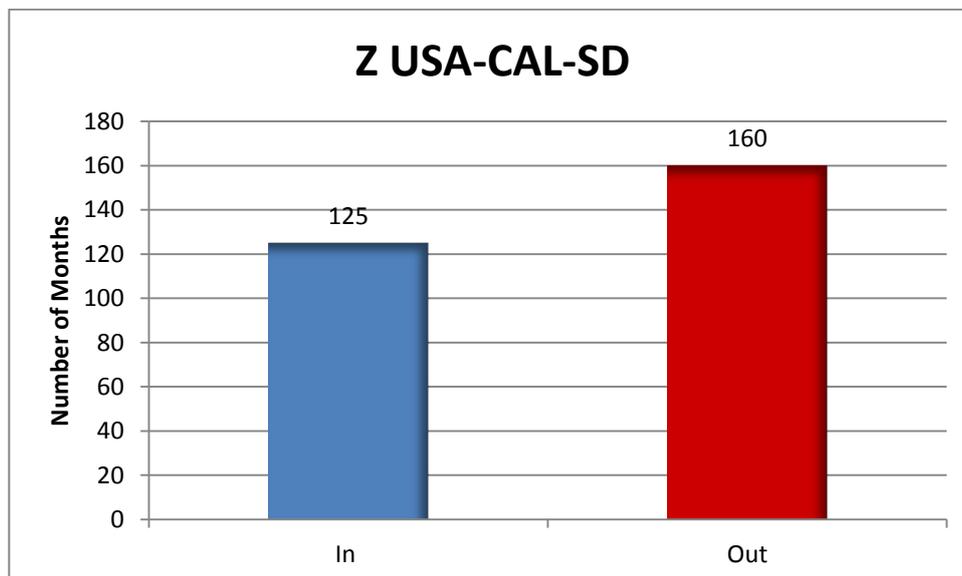
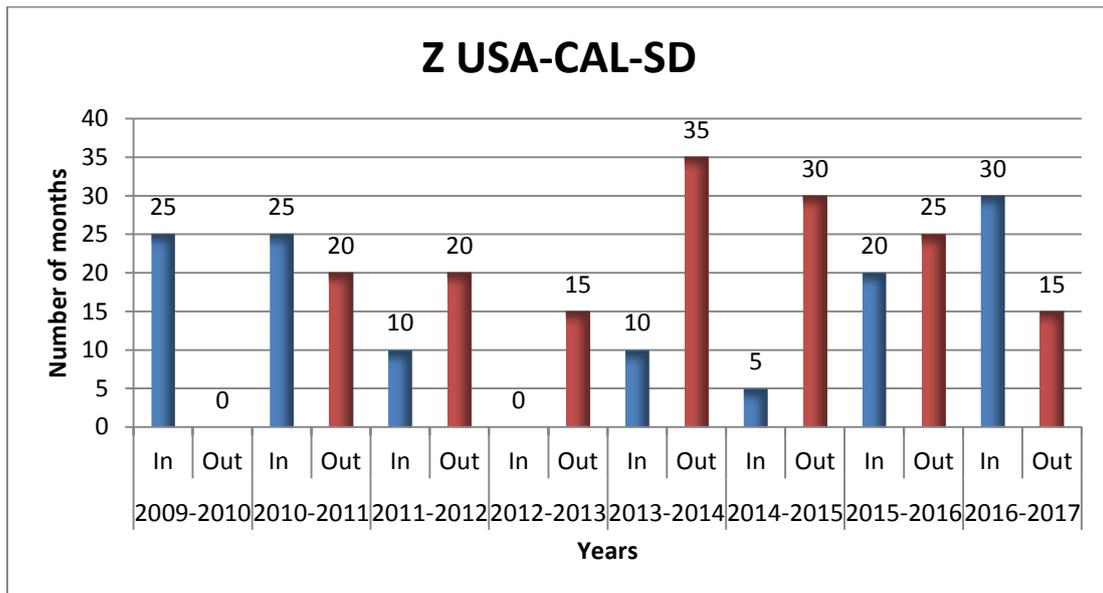




- a) University code: **Z USA-CAL-SD**
- b) Study field: **Business**
- c) Number of spots: **5 (5)**
- d) QS World University rankings: **40<sup>th</sup>**
- e) Language requirements (from agreement):

Language	Status	CEFR
English	Recommended	IELTS 6.5; TOEFL ibt 80

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):

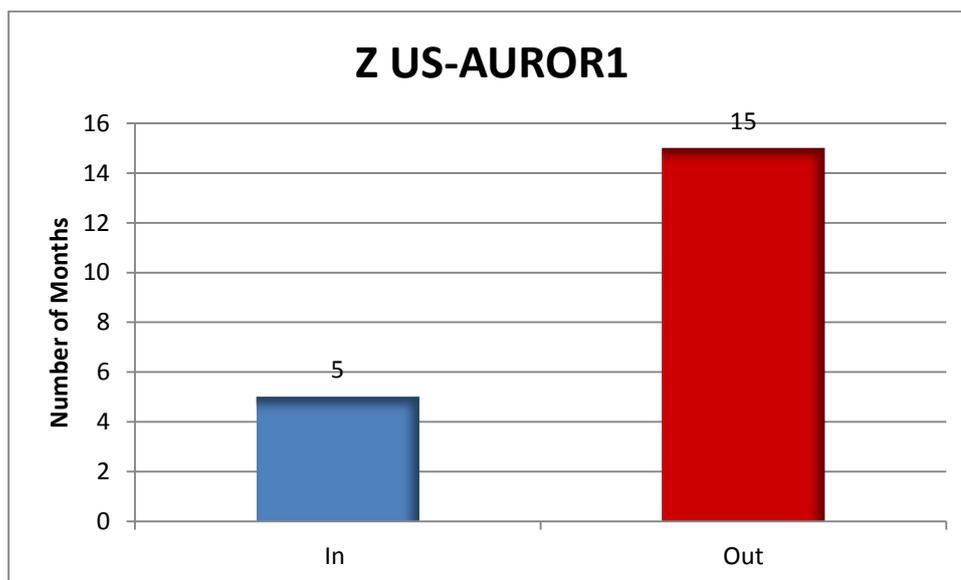
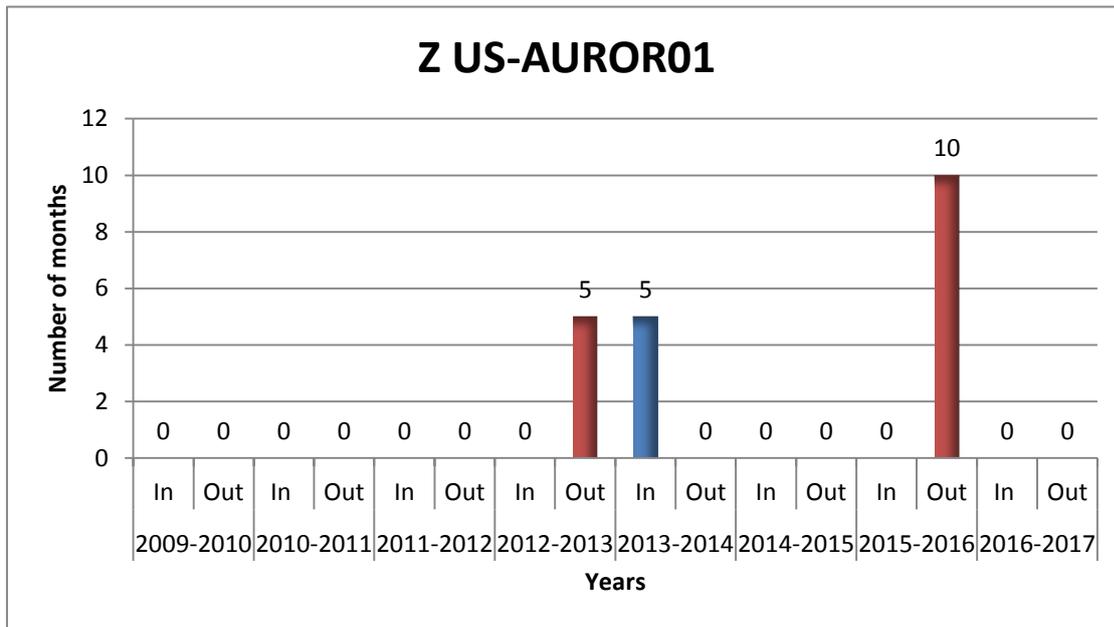


Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

- a) University code: **Z US-AUROR01**
- b) Study field: **Business, Economics, Statistics and Sociology**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirements (from agreements):

Language	Status	CEFRL
English	Mandatory	B2

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



Master level courses available for students who have achieved 180ECTS: **Not provided yet** / Course offer in English: **Not provided yet** / Language requirements: **Not provided yet** / List of courses in English: **Not provided yet**

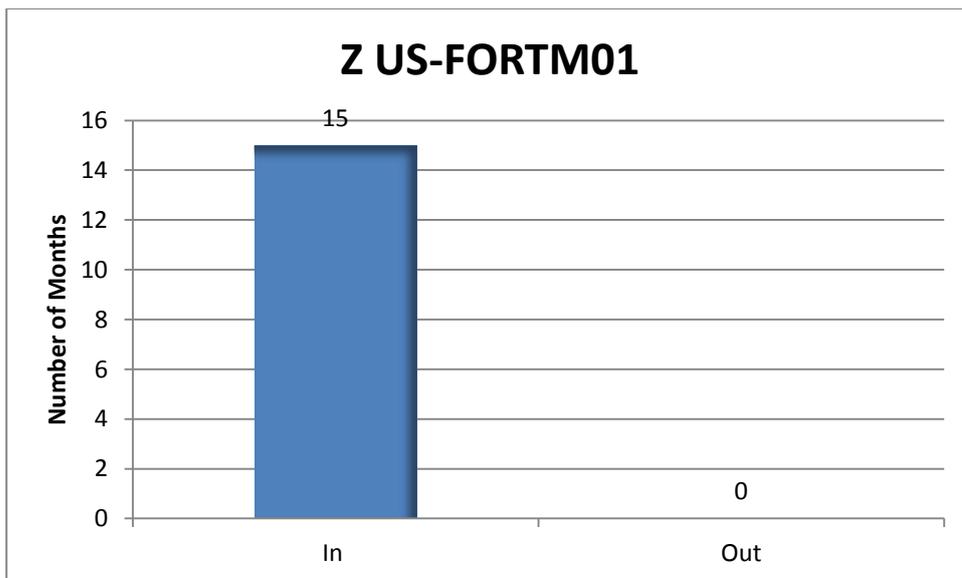
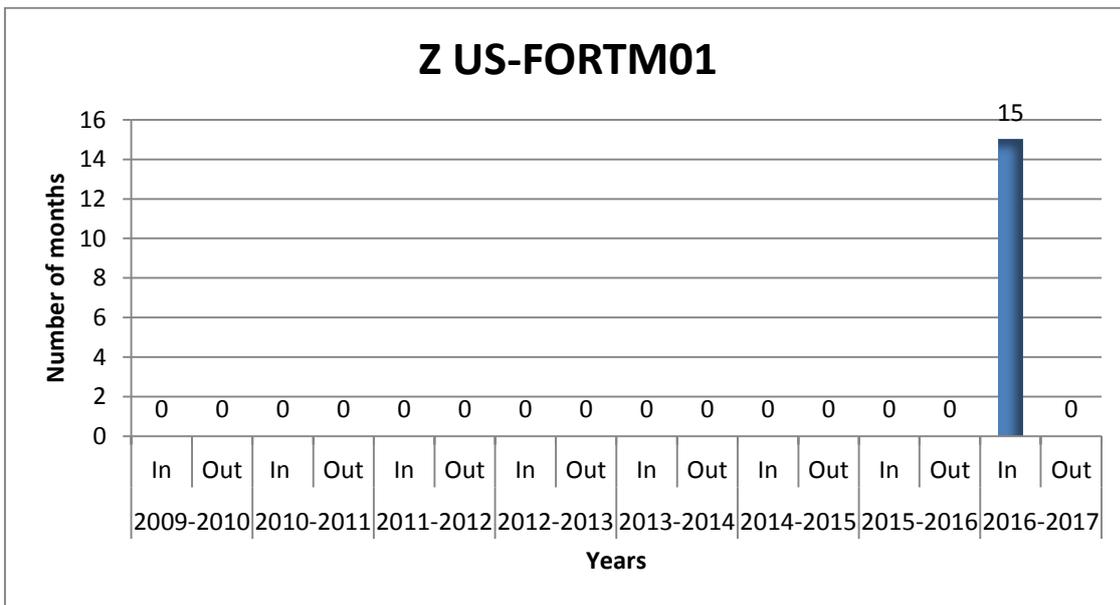
# Florida Gulf Coast University



- a) University code: **Z US-FORTM01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (4)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	TOEFL : 79 (Internet based), 213 (Computer based), 550 (Paper based) IELTS : 6.5

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **No**
- h) Course offer in English: **Yes**
- i) Language requirements

Language	Status	CEFR	Certificates from the home university stating that the student has the level requested
English	MANDATORY / REQUESTED	TOEFL: Computer-based -213 score; Paper-based- 550 score; or Internet-Based 79 score. IELTS: 6.5	CERTIFICATE TOEFL or IELTS

j) List of courses in English: **Bachelor Level**

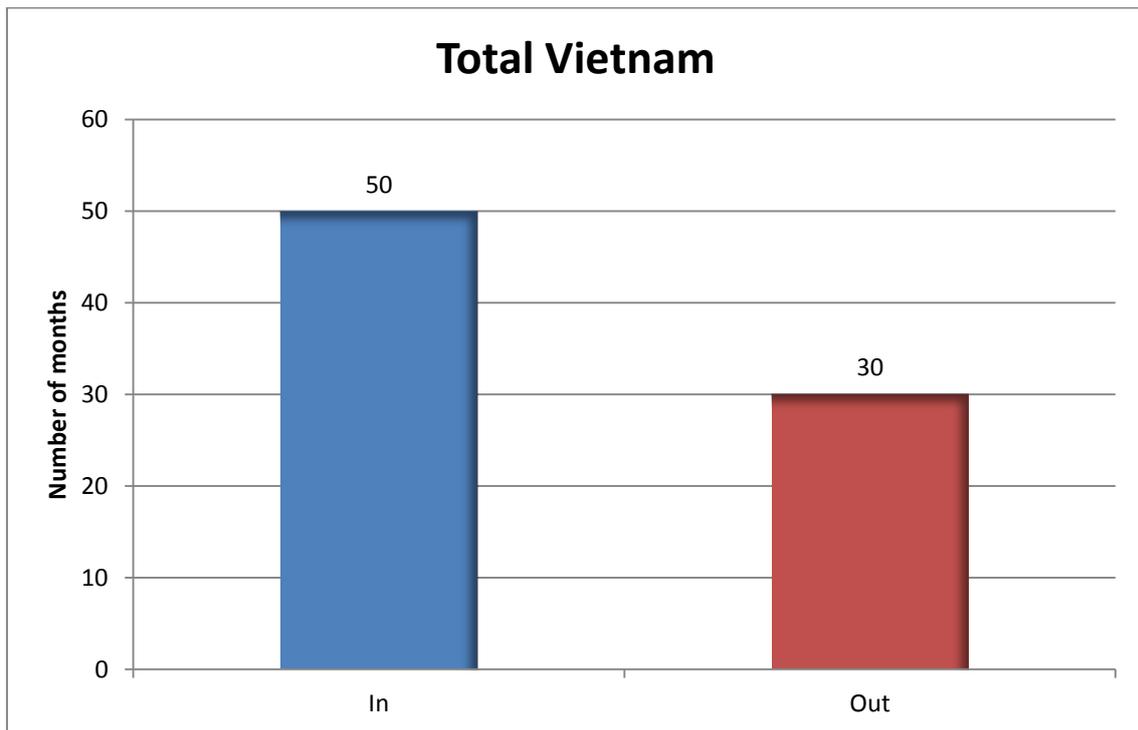
Term	Course Title	ECTS
1-2	Intro Financial Accounting	6
1-2	Intro to Managerial Accounting	6
1-2	Cos Accounting	6
1-2	Principles of Advertising	6
1-2	Legal & Ethical Enviro of Bus	6
1-2	Principles of Macro Economics	6
1-2	Principles of Micro Economics	6
1-2	Intermediate Price Theory	6
1-2	Intermediate Macro	6
1-2	Econometrics	6
1-2	Moral Foundations & Capitalism	6
2	Urban Economics	6
1-2	Introduction to Entrepreneurship	6
1-2	Entrepreneurship & Creativity	6
1-2	New Venture Laboratory	6
1-2	New Venture Growth	6
1-2	Family Business	6
1-2	Business Finance	6
1-2	Principles of Investment	6
1-2	Information Systems	6
1-2	Systems Analysis & Design	6
1-2	Database Concepts & Admin	6
1-2	Data Communications	6
1-2	Introduction to Bus Programming	6
1-2	Intermediate Bus Programming	6
1-2	Systems Integration Strategies	6
1-2	Security Essentials	6
1-2	Principles of Management	6
1-2	Team & Group Processes	6
1-2	Organization Ethics & Values	6
1-2	Human Resource Management	6
1-2	International Business	6
1-2	Leadership	6
1-2	Negotiation	6
1-2	Introduction to Marketing	6
1-2	Social Media Marketing	6
1-2	Professional Selling	6

1-2	Consumer Behavior	6
1-2	Retail Management	6
1-2	Public Relations Management	6
1-2	Marketing Research	6
1-2	Principles of Sports Management	6
1-2	Contemporary Issues in Sport	6
1-2	Operations Management	6
2	Total Quality Management	6
2	Global Ops & Supply Chain Management	6



# Vietnam

## (Z)



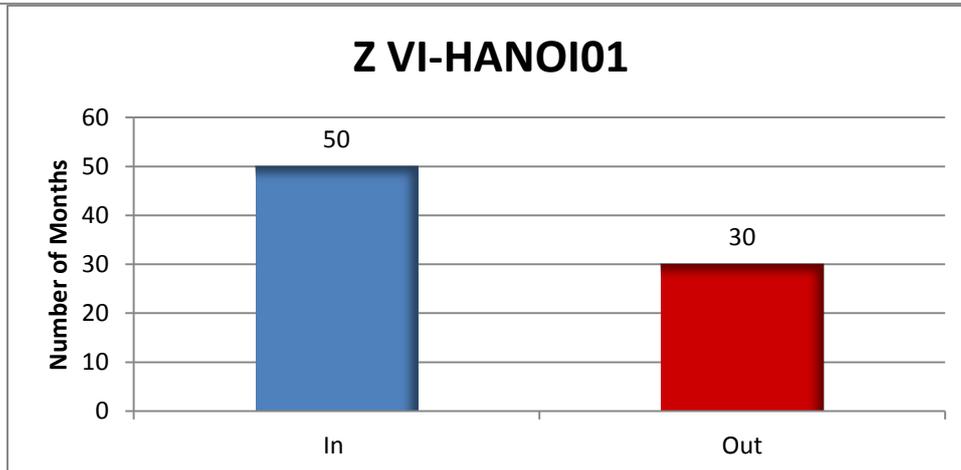
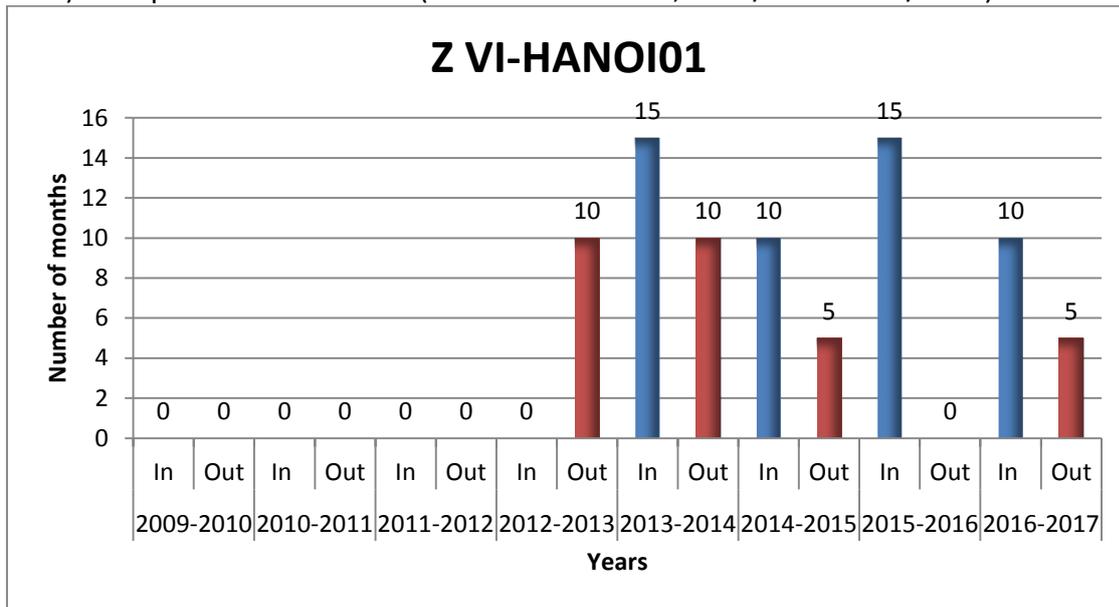
# VIETNAM FOREIGN TRADE UNIVERSITY



- a) University code: **Z VI-HANOI01**
- b) Study field: **Business and Economics**
- c) Number of spots: **2 (2)**
- d) QS World University rankings: **N/A**
- e) Language requirement(from agreement):

Language	Status	CEFRL
English	Mandatory	TOEFL : 63; IELTS : 5.5; Cambridge certificates

- f) Graph of the imbalance (number of months, 2009/2010-2016/2017):



- g) Master level courses available for students who have achieved 180ECTS: **Yes**
- h) Course offer in English: **Yes**
- i) Language requirements:

Language	Status	CEFRL	Certificates from the home university stating that the student has the level requested
English	Mandatory	IELTS: 5.5 TOEFL: 65	CERTIFICATE or Equivalence (Exception for students following an English Taught Degree)

- j) List of courses in English: **Bachelor Level- Not provided yet**