Course equivalencies for Toulouse School of Business – France

Students going to Toulouse for a semester will receive 18 hours of credit for that semester. Because there are no direct equivalencies to any UofA classes they will need to work with their advisor to determine how these classes will be used toward their degree.

Typically substitutions are required, example: 3 hours of MGMT 399t are going to sub for MGMT 4263, 9 hours of MKTG 399t is going to sub for the 9 hours of IB Electives, 6 hours ECON 399t of this is going to be used toward Area Studies etc.

Students who wish to take courses in French will choose one Major Academic Option (OAP) with a concentration or “dominante” (Period 1) and one Complementary Academic Option (OAC) (Period 2) which must be in another academic field from the Major Academic Option.

Period 1 – Major Academic Option (OAP): choose one of four options with a concentration or “dominante”. Students will pick one the first 9 weeks and another one for the second 9 weeks: (Total of 10 credit hours, 5 credits each 9 weeks)

1. **Management and Organizations** (Taught in English) = 10 hours MGMT 399t
   - Logistics and Organization: Management industrial and technological
   - Business Strategy: The new strategic issues and competitiveness
   - Management of the information: e-management
   - Human Resources: Performance and HRM

2. **Marketing – Commerce** (Taught in English) = 10 hours MKTG 399t
   - Responsible marketing
   - International marketing manager
   - Responsible communication
   - Responsible for studies
   - Commercial Engineer
   - The marketing otherwise: Ideas and culture

3. **Finance** (Taught in French) = 10 hours FINN 399t
   - Corporate finance
   - Stock market

4. **Accounting Control** (Taught in French) = 10 hours ACCT 399t
   - Financial Accounting
   - Financial Information for management control

Period 2 – OAC Complementary Academic Options: (Total of 8 credit hours 4 hours the first 9 weeks and 4 credits the second 9 weeks)

1. **Strategy** = 8 hours MGMT 399t
   - Corporate Governance and value creation
Entrepreneurship
Management of strategic changes

2. Logistics and Organization = 8 hours TLOG 399t
   Technology and management
   Organization, logistics, and purchase
   Opening toward science and technology

3. Human Resources = 8 hours MGMT 399t
   Corporate social responsibility (50% English course)
   Personnel Management and business development
   Management, conflict and negotiation
   Human Sciences as applied to the enterprise
   Global and strategic human resources management (English course)
   Global leadership: how to become a pilot of change (English Course)

4. Information Management = 8 hours ISYS 399t
   Advanced Informatics applied to the management
   Quantitative Methods and VBA applications
   Internet, Management and E-commerce
   E-Management

5. Right of Enterprises = 8 hours MGMT 399t
   The management of the company in trouble
   Business Contracts of the European Union
   The management of risk by the contract
   Economic Fraud and criminal law of business

6. Marketing Sales = 8 hours MKTG 399t
   Marketing
   Alternative Practices of marketing

7. Economy/Finance = 8 hours FINN 399t
   Finance
   Advanced Finance Program

8. Accounting = 8 hours ACCT 399t
   Control and Performance
   Accounting Expertise
Students who wish to take courses in English must choose the Major Academic Option (OAP): International Management Option Period 1 (10 hours credit) and then the Complementary Academic Options (OAC) Period 2 (8 credits)

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Period 1 – Major Academic Option (OAP): International Management Option (Total of 10 credit hours, 5 credits each 9 weeks)

- International Management Option = 10 hours MGMT 399t
  - Supply Chain Management
  - International Accounting for the International Manager
  - Crisis Economics
  - Valuation in Emerging Markets
  - Social Influence strategies
  - Innovation and Entrepreneurship
  - International Labour standards
  - International business
  - Information Technology

Period 2 – OAC Complementary Academic Options: (Total of 8 credit hours 4 hours the first 9 weeks and 4 credits the second 9 weeks) These include courses in English or other languages which are clearly marked as such.

1. **Strategy** = 8 hours MGMT 399t
   - Corporate Governance and value creation (French)
   - Entrepreneurship (English)
   - Management of strategic changes (French)

2. **Logistics and Organization** = 8 hours TLOG 399t
   - Technology and management (French)
   - Organization, logistics, and purchase (French)
   - Opening toward science and technology (French)

3. **Human Resources** = 8 hours MGMT 399t
   - Corporate social responsibility (50% English course)
   - Personnel Management and business development (French)
   - Management, conflict and negotiation (French)
   - Human Sciences as applied to the enterprise (French)
   - Global and strategic human resources management (English course)
   - Global leadership: how to become a pilot of change (English Course)

4. **Information Management** = 8 hours ISYS 399t
   - Advanced Informatics applied to the management (French)
   - Quantitative Methods and VBA applications (French)
   - Internet, Management and E-commerce (French)
   - E-Management (French)
5. **Marketing Sales** = 8 hours MKTG 399t  
   Marketing (French)  
   Alternative Practices of marketing (French)

6. **Economy/Finance** = 8 hours ECON 399t  
   Finance (French)  
   Advanced Finance Program (French)

7. **Accounting** = 8 hours ACCT 399t  
   Control and Performance (French)  
   Accounting Expertise (French)

8. **International Management Option (English courses)** = 8 hours MGMT 399t  
   Leadership in a dynamic Global Environment  
   Valuation of companies  
   International Entrepreneurship  
   International Marketing Communications

9. **Languages and International Communication** = 8 hours IB Electives  
   Business communication and beyond (English Course)  
   International business skills (English/German or Spanish Course)  
   Managing dev. and change in today’s business world (English Course)  
   Latin America: the challenges of the 21st century (Spanish Course)  
   Work with Germany and Eastern Europe (French)  
   “Mit den deutschen arbeiten” With the German work (German Course)