



INSPIRING EDUCATION INSPIRING LIFE

INFORMATION FOR EXCHANGE STUDENTS AND PARTNER UNIVERSITIES

2020-2021



TBS

Master in Management (Grande Ecole) Program

International Mobility Office

TABLE OF CONTENTS

- **Contacts**..... 3-4
- **TBS Calendar** 5
- **Nomination, application dates**
 - Nomination of exchange students 6-7
 - Nomination & application deadlines 7
- **Course information** 8
 - Exchange students or Dual Degree students
 - French language classes
 - Tracks
- **Master 1**
 - Semester 1
 - Part 1 9
 - Part 2 10
 - Semester 2 11-12
 - Specific course information for Barcelona campus 13
 - Semester 2 – Barcelona Campus
 - 1st module 14-15
 - 2nd module 15-16
 - M1 TBS grading scale 17
- **Master 2**
 - M2 program 18
- **Dual Degree**
 - Dual Degree program 19
 - Dual Degree program calendar 20
- **Master 2 and Dual Degree programs**
 - List of the MScs offered 21-22
 - M2/ DD Grading Scale 23

YOUR CONTACTS

Academic MiM International Mobility Team

The MiM International Mobility Team answers any questions regarding the **Academic Program**

Ms. Marie-Hélène HEIT

Head of International Mobility
TBS Bachelor's & Master's programs

+33 (0)5 61 29 48 74

mh.heit@tbs-education.fr

Ms. Cécile DUMONT-CAPDEVILLE

Mobility and International Projects
Coordinator

TBS MiM Program

Incoming & Outgoing Mobility

+33 (0)5 61 29 49 78

c.dumont-capdeville@tbs-education.fr

Ms. Betty ROUZIES

Assistant

TBS MiM program

Outgoing Mobility

+33 (0)5 61 29 48 45

b.rouzies@tbs-education.fr

outing.master@tbs-education.fr

Executive assistant in recruitment progress

Ms. Alyson BOUCHEVREAU

International Mobility Assistant

TBS MiM Program

International Mobility

+33 (0)5 61 29 48 07

a.bouchevreau@tbs-education.fr

outing.master@tbs-education.fr

STUDENT SUPPORT: TBS INTERNATIONAL STUDENT SERVICES

Student Life

TBS's International Student Services Office offers non-academic assistance and support at TBS, including accommodation, immigration & visas issues, banking, health, advices about living in Toulouse, ...

Contact: international.studentservices@tbs-education.fr

Ms. Jessica CHAGNARD

Head of International Projects and
International Student Services

+33 (0)5 61 29 50 03

j.chagnard@tbs-education.fr

Ms. Jennifer FISSEUX

International Student Services Assistant

+33 (0)5 61 29 48 59

j.fisseux@tbs-education.fr

TBS CALENDAR – 2020-2021 ACADEMIC YEAR

FALL SEMESTER dates (*Spring calendar not available yet*)

(Dates may be subject to changes)

	MASTER 1	MASTER 2	MASTER 2 DUAL DEGREE
Orientation	From September 8 th to 9 th – TBC	From September 8 th to 9 th – TBC	From September 8 th to 9 th – TBC
Start of official courses	September 10 th 2020	September 14 th or 15 th 2020 (depending on the MSc)	September 14 th or 15 th 2020 (depending on the MSc)
End of Semester	December 18 th 2020	December 18 th 2020	End of March 2021
Exams	<u>Part 1:</u> Mid-November <u>Part 2:</u> End of December	Continuous assessment	Continuous assessment + exams from March 29 th to 31 st
Holidays	From October 26 th to November 2 nd	From October 26 th to November 2 nd	From October 26 th to November 2 nd
Resit Exams	TBC	TBC	TBC
Internship			From April 1 st 2021

NOMINATION, APPLICATION DATES

An orientation meeting is organized by the **International Student Services** Office at the start of Fall and Spring semesters.

International students are required to attend the orientation meeting relevant to his/her period of studies at TBS as **vital information** is given at that time and **attendance is compulsory**.

Further information will be sent by email closer to the start of each specific semester of study.

How to apply to TBS

The registration of nominated students is done through an **online registration** procedure and is initiated by the International Office of our Partner Universities.

Nomination of exchange students:

Partner Universities will officially nominate their students participating in the exchange program with TBS using our online nomination procedure. An individual email will be sent to the person designated to officially nominate the exchange students with further information on how to access the online nomination system.

The following information regarding the student(s) will be required:

- First name
- Family name
- Gender
- Current e-mail address
- Date of birth
- Nationality

as well as the type of Program, specific semester of study and the chosen TBS campus (Barcelona campus is available for Spring semester and for M1 students only).

Semester of Study Exchange Program	Dual Degree Exchange Program
Semesters 1&2 – MSc 1 year for M1 students or senior undergraduates (3 rd year min.)	Semesters 1&2 – MSc 2 year for M1 or M2 students
Semester 1 – MSc 1 year for M1 students or senior undergraduates (3 rd year min.)	Semester 1 – MSc 2 year for M1 or M2 students
Semester 2 – MSc 1 year for M1 students or senior undergraduates (3 rd year min.) Possibility to study either in Toulouse or Barcelona	

Nomination & application deadlines:

- **Online nomination deadlines:**

For students attending our MSc 1 year	For students attending our MSc 2 year and Dual Degree students
Semester 1 – (Fall) From March 10 th to March 31 st 2020	Semester 1 – (Fall or full year) From March 10 th to March 31 st 2020
Semester 2 – (Spring) From September 15 th to September 30 th 2020	

- **Online application deadlines:**

Semester 1 MSc 1	Semester 2 MSc 1	Semester 1 MSc 2 Dual Degree
From April 15 th to April 25 th 2020	From October 15 th to October 25 th 2020	From April 15 th to April 25 th 2020

- **Online application for exchange students:**

Once the students' nominations have been processed, the International Mobility Office will send all nominated exchange students credentials to access our online application procedure.

All nominated students must apply online in order to initiate the official process of registration for administrative and course sections.

In addition to completing their online application, students will have to supply the following supporting documents online:

- Latest grade transcript
- A language proficiency certificate (English or French) *for non-native speakers only*
- Copy of their passport (ID section)

On completion of the online registration, exchange students will be sent a letter of Admission. It is essential that students register **on time** to facilitate their visa application process.

COURSE INFORMATION

- **Exchange students (M1 or M2) or Dual Degree students (M2)**

International students who have been selected by their home university to study at TBS can come as **exchange students** or **Dual Degree students** according to their home university nominations and the existing agreement(s) between their home university and TBS:

- Exchange students will get credit transfers for one or two semesters or for several courses for their degree at their home university. Exchange students may come either during our Master 1 year (M1) or our Master 2 year (M2). Exchange students can take all or part of the courses offered depending on their home university requirements.

Should you nominate Undergraduate students into our Master 1 year, please make sure they are Senior Bachelor students (third year minimum).

- Dual Degree students must follow all classes of our final year Master 2 year (M2). They will be granted our Master in Management degree.

**There is no possibility of “mixing” classes from different years.
The details of course list can be found on the following pages.**

- **French language classes: *only for Toulouse Campus***

30 hours French language course will be organized for our international exchange students in Semester 1 of our **M1 and M2 years. This course will count for 3 ECTS credits.**
Dates confirmation will be mentioned in due time.

For students arriving in **January**, a **22 hours course** will be proposed during the Spring Semester. **This course will count for 2 ECTS credits.**

- **Tracks:**

M1 and 2 years are made up of 2 tracks (English and French).
Students will choose a track **depending on their individual background**.
Exchange students can choose the English Track or the French Track **depending on their requirements and language ability**.

It will not be possible to mix courses from the two different tracks.

MASTER 1 – SEMESTER 1 (FALL) – TOULOUSE

This semester, running from **September 2nd to December 20th**, is divided into two periods.

Students will acquire 42 ECTS maximum.

PART 1: CORE COURSES

- **ENGLISH TRACK (32 ECTS maximum):**

Please note that Contact hours and ECTS credits per course may be subject to changes- In period 1, you can choose as many courses as you want in the list below:

COURSES	CONTACT HOURS	ECTS
Financial Analysis	30H	5
Foundations of Finance	30H	5
Operations Management	30H	5
Human Resource Management	30H	5
Strategic Management	30H	5
Business Analytics	15H	2.5
Project Management & group work	15H	1.5
French class	30H	3

- **FRENCH TRACK (32 ECTS maximum):**

Please note that Contact hours and ECTS credits per course may be subject to changes- In period 1, you can choose as many courses as you want in the list below:

COURSES	CONTACT HOURS	ECTS
Analyse financière	30H	5
Foundations of Finance (EN)	30H	5
Management des Opérations	30H	5
Management des Ressources Humaines	30H	5
Management Stratégique	30H	5
Business Analytics	15H	2.5
Project Management & group work	15H	1.5
Cours de Français	30H	3

PART2: PROFESSIONAL ORIENTED COURSES

10 ECTS credits – 60 hours

You are requested to follow **one module** with the mentioned courses per module.
The courses indicated for each module are compulsory.

*For instance, if you have decided to register for the **Marketing module**, you will be requested to follow the 2 courses associated: **Communication & client relationship (FR or ENG) AND Marketing Intelligence.***

COURSES

- **FINANCE:**
 - Intermediate Finance (EN)

- **INTERNATIONAL BUSINESS:**
 - Managing risk in an International context & practical aspects of International trade (EN)
 - Managing across culture (EN)

- **MARKETING:**
 - Communication & client Relationship (FR/EN)
 - Marketing Intelligence (FR/EN)

- **OPERATIONS MANAGEMENT:**
 - Improving supply chain performance (EN)
 - Operational Procurement (EN)

- **HUMAN RESOURCES:**
 - Global Talent Management & Recruitment (EN)
 - Selection & Assessment (EN)

- **AUDIT & CONTROLE / AUDIT & CONTROLLING:**
 - Business Modeling & Control (FR/EN)
 - Financial Analysis (FR/EN)

- **ACTIVITES ET METIERS DU CONSEIL (FR)**

- **NOTIONS PRATIQUES DE L'ENTREPREUNARIAT (FR)**

MASTER 1 – SEMESTER 2 (SPRING) – TOULOUSE

Courses will be running from early January to mid-April. At the time of online application, International exchange students will be required to make a choice of 3 courses per period, listed by order of preference.

They will be registered to 1 of these 3 courses. Changes will not be allowed.

Students are free to take 1 course per period or to skip 1 period, depending on their Home University requirements. Students will be allowed to mix both languages. Each period lasts a couple of weeks.

Students will acquire 32 ECTS max (30 ECTS if students select 1 course per period + 2 ECTS for French class). 5 ECTS are allocated to each course per period.

The 6 periods are distributed as follows (dates are not available yet):

Period 1:

- Managing and understanding the performance of International group
- Human Ressource Management
- Team Dynamics
- Market Intelligence
- Energie et enjeux environnementaux
- Innovation in sport Management
- Competition policy and Business
- Strategic Management
- Culture of consumerism
- Risk in trading book

Period 2:

- Philanthropie et mécénat
- Business Modeling and Forecasting
- Operations Management
- Marketing solutions towards sustainability
- Global Talent Management
- International political institutions and Business
- Business Communication and beyond
- Corporate Finance
- Managing religious diversity
- Natural Resources Management and climate action

Period 3:

- Improving supply chain performance
- Recruitment, selection and assessment
- Controlling
- Communication and client relationship
- Nudging consumer behavior
- Industrie, technologies et business industriel en PME
- International Finance Management
- The Art of living: Finance through the Prism of Ethics, Ethics through the Prism of Art
- Coding and artificial intelligence

Period 4:

- Sustainable development and inclusive business
- Négociation raisonnée, méthode de Harvard
- Marketing analytics
- Managing across cultures
- Operational procurement
- De la RSE à l'entreprise sociale
- Initiation au langage Python et applications
- Manager les situations de handicap
- Mindfulness & self-regulation

Period 5:

- Ethique et compliance pour améliorer la performance des entreprises : lutte anti-blanchiment & anti-corruption
- Intermediate Finance 1
- International Business negotiation and conflict Management in HRM
- B to B Marketing
- Team Dynamics
- Sustainability reporting and environmental accounting
- Managing risk and practical aspects of International trade
- Incentives, productivity and organizational strategy
- Defense strategy and defense industry
- Cause relating Marketing

Period 6:

- Intermediate Finance 2
- Competitive strategies in healthcare market
- Management cultural corporate institutions
- Aerospace marketing
- Low cost strategy: a winning strategy?
- Leadership in a dynamics global environment
- Opportunities, risk and actors in emerging market
- Fablab, création de brevet
- Investing in stock market/ Evaluation in emerging market
- Business Communication and beyond
- Talking with Management Gurus

MASTER 1 – BARCELONA CAMPUS

COURSE INFORMATION

In Semester 2, Exchange Students have the possibility of either coming to our Toulouse or Barcelona Campus. This will need to be confirmed by their Home University at the time of online nominations.

For our Barcelona campus, there may be a limited number of students accepted, depending on years and constraints.

- **MASTER 1 – Exchange students**

International students who have been selected by their home university to study at Toulouse Business School can come as **exchange students on our Barcelona Campus** according to their home university nominations and the existing agreement(s) between their home university and TBS.

Exchange students will get credit transfers for one or two semesters or for a number of courses for their degree at their home university. Exchange students can come only during our Semester 2 of the Master 1 year. Exchange students can take all or part of the courses offered depending on their home university requirements.

Should you nominate Undergraduate students into our M1 year, please make sure they are Senior Bachelor Students (*third year minimum*).

MASTER 1 – SEMESTER 2 (WINTER/SPRING) - BARCELONA

2 modules are offered. Students need to choose **one module out of the two offered**. Each module counts for **30 ECTS**.

These Major courses are organized as block of courses that cannot be divided. Students will be required to follow all courses proposed in a given Major course.

Another course called **ARTEMIS** is offered. This course counts for **1 ECTS**.
Students will thus acquire 31 ECTS maximum.

MODULE 1: DIGITAL TRANSFORMATION:

Objective of the module:

The digital economy is fast changing the world around us.

This program will provide students with an understanding of digitally-enabled changes in society and the Business environment. Students will learn to appreciate the impact of new digital technology in society and business.

This will prepare them for the changes facing society, and also help them take better advantage of transformations which are driven by technology. The program takes a broad approach, including social and economic factors.

Students will analyze the potential of current technology and will identify barriers to their development.

As a result, the students of the program will not only develop a more in-depth knowledge of the state of the art in digital technology but will also get a solid foundation for decision making in the areas of technology, investments, career path, research & development or portfolio & strategic Management.

1. Strategy and Digital Plan:

- The digital transformation as disruptive technologies convergence.
- Customer insights: The data driven organization. Data monetization.
- Innovation. How to take advantage of an ecosystem for innovation.
- New connection and engagement techniques: Apps and Gamification.

2. Society and people:

- The impact of digital transformation in the world and in our society.
- The Collaborative Economy and the role of Digital Transformation.
- Smart Cities: IoT + Mobility Analytics.
- The Digital Transformation in the third sector. How do NGOs seize the opportunity?
- Robots, biotechnology and security. A new regulation framework.

3. Processes and Methodologies:

- AGILE and SCRUMM: Agility in the design of services and software programming.
- Cybersecurity and digital disruption. Industry 4.0. The new GDPR.
- Industry 4.0. A new step towards total automatization.
- The automatization of intellectual and cognitive processes. Artificial intelligence.
- Gamification and Serious Games: How to design games that facilitate collaboration.

4. Platforms and technologies:

- Augmented reality, Virtual Reality. Technology and practical uses.
- Blockchain- Technology and application in FinTech's.
- Image recognition, automatic driving, marketing, etc.

5. Seminars:

- From a consumption society to a service-based economy.
- Digital leadership. The new digital competencies.
- The role of transport and logistics in the new model of global commerce.
- Is digital transformation profitable? ROI analysis for disruptive projects.

MODULE 2: INTERNATIONAL BUSINESS IN LATIN AMERICA:

Objective of the module:

The objective of this module is to introduce our Master students to the Latin American Business Environment, tackling the opportunities and challenges of these markets as well as highlighting the main successful strategies when doing business there.

The module contains various courses that answer our objective and that are constantly related to the real business situation not only by specific case studies but also by guest speakers from Latin American firms that develop their business in Europe (Cemex – Mexico) or from Spanish firms that have successfully entered Latin America (Desigual, Mango, Ordesa).

Moreover, students will have the opportunity to resolve a real business situation of a specific company that aims at developing its presence in the Latin American market.

1. General Introduction

2. History, Geography and society

3. Geopolitics and geostrategics.

- Democracy and political issues in Latin America.
- Regulation & public policies.
- International relations in Latin America.
- Geostrategy and hemispheric security: natural resources, climatic and energetic issues.

4. Economy, commerce and Development:

- Economic systems in Latin America.
- International Business seminar: Panamá.
- Globalization, regionalism and economic integration. Negotiation of International Agreements seminar.
- Cooperation South/South in Latin America.

5. Understanding Latin American Institutions, Economy, Politics, law and culture:

- Economic shocks – hyperinflation, debt crisis, economic collapse.
- Business law in Latin America.
- Difference in values, management styles and practices.

6. Negotiation and leadership in Latin America – effective styles for doing.

7. Human Resources Management in Latin America.

8. Entrepreneurial dynamics in Latin America & family-based SMEs.

9. Strategic Management in Latin America:

- Successful entry strategies.
- Opportunities and challenges found in Latin America.
- Emerging multinationals from Latin America.

10. Marketing strategies and sales in Latin America:

- Consumer behavior.
- Distribution channels.
- Regional differences in marketing and sales.

11. Consultancy related project on a real Business situation.

12. Visits and conference:

- Seminar on Mexican business environment with the Mexican consulate.
- Invited speaker of a European company that successfully entered Latin America (for example: Desigual, Ordesa, Mango).
- Invited speaker of an EMNEs from Latin America that operates in Spain or visit to the facilities of an EMNEs in Barcelona.

M1 TBS GRADING SCALE

M1 year	ECTS
Excellent 16 - 20	Excellent A
Bien 14 - 15.99	Very good B
Assez bien 12 - 13.99	Good C
Sans mention 11 - 11.99	Satisfactory D
Sans mention 10 - 10.99	Sufficient or Pass E
Insuffisant 0 - 9.99	Failed F

Please note that the TBS pass to gain credits is 10/20 (50%) for Master 1 students.

M1 Students will be able to download their Grade Transcripts on our TBS platform about 5 weeks after the end of each semester and will have to forward it to their Home University.

MASTER 2 PROGRAM – SEMESTER 1 (FALL)

SEPTEMBER - DECEMBER 2020 - 33 ECTS MAX

TBS MSc's follow a unique format, so students develop their managerial and professional skills to their full potential.

Our MSc programs offer 2 complementary learning experiences to M2 students coming for the Fall semester:



Professional Expertise

Benefit from robust training to build up and strengthen professional expertise- **24 ECTS**



Soft Skills Certificate

Develop behavioral and relational skills and obtain a certificate of excellence in management and leadership- **6 ECTS**



Optional: + 30 hours French class (3 credits allocated)

We offer 19 MScs, distributed as follows:

- **12 in Toulouse**, one of which is half in Toulouse (1st semester), half in Paris (second semester).
- **3 in Paris**, one of which is half in Toulouse (1st semester), half in Paris (second semester).
- **4 in Barcelona**

As there are quotas for some MScs (especially in Paris and Barcelona) students need to register online, giving **3 choices ranked in order of preference**. **Students grades from their Home University will be taken into consideration if necessary.**

The Mscs list is available page 21-22.

DUAL DEGREE PROGRAM

SEPTEMBER 2020- AUGUST 2021 - 90 ECTS

TBS MSc's follow a unique format, so students develop their managerial and professional skills to their full potential.

Our MSc programs offer five complementary learning experiences, compulsory for Exchange Dual Degree students.



Professional
Expertise

Benefit from robust training to build up and strengthen professional expertise - **48 ECTS**



Soft Skills
Certificate

Develop behavioral and relational skills and obtain a certificate of excellence in management and leadership - **6 ECTS**



Consulting
Mission

Accomplish a consulting mission for the account of prestigious TBS partner companies - **6 ECTS**



Master
Thesis

Write a thesis on an academic or operational issue in the area of expertise - **15 ECTS**



In-company
work
experience

Between 4 and 6 months compulsory internship in a company - **15 ECTS**

2020-2021 DUAL DEGREE PROGRAM CALENDAR

Calendar



Optional: + 30 hours French class (no credits allocated to DD students)

MASTER 2 & DUAL DEGREE PROGRAMS

LIST OF THE 19 MSCs OFFERED TO OUR INTERNATIONAL STUDENTS

TBS offers a choice of **19 MSCs** are offered to our exchange students. As there are quotas , students need to register online giving **3 choices ranked in order of preference.**

TOULOUSE CAMPUS

AERONAUTICS AND AEROSPACE

- MSc. Aerospace Management: Taught in English

ARTS AND CULTURE

- MSc. Management des Activités Culturelles et Créatives: **Bilingual (French-English)**

BUSINESS ANALYTICS, ARTIFICIAL INTELLIGENCE AND BIG DATA MANAGEMENT

- MSc. Artificial Intelligence and Business Analytics: Taught in English

BUSINESS, STRATEGY AND MANAGEMENT

- MSc. International Business: Taught in English
- MSc. Consulting and Strategic Management: **Bilingual (French-English)**
- MSc. Entrepreneurship and Business Development **Bilingual (French-English)**

FINANCE

- MSc. Banking and International Finance: Taught in English
- MSc. Corporate Finance: Taught in English
- MSc. Equity Research and Investment Management (CFA): Taught in English
- MSc. Financial Technology and Markets Toulouse (semester 1) + Paris (semester 2): Taught in English

MARKETING

- MSc. Digital Marketing and E-commerce: Taught in English

PURCHASING AND SUPPLY CHAIN MANAGEMENT

- MSc. Purchasing and Supply Chain Management: English

PARIS CAMPUS

AUDIT AND CONTROLLING

- MSc. Controlling and Risk Management: Taught in English

FINANCE

- MSc. Financial Technology and Markets: Toulouse (semester 1) + Paris (semester 2): Taught in English

LUXURY INDUSTRY

- MSc. International Luxury Industries Management : Taught in English

BARCELONA CAMPUS

AUDIT, CONTROLLING AND FINANCE

- MSc. International Financial Management and Control: Taught in English

BUSINESS, STRATEGY AND MANAGEMENT

- MSc. International Business: Taught in English

MARKETING

- MSc. Marketing Management: Taught in English (Student must choose their B2C or B2B specialization during the 2nd Semester).

TOURISM

- MSc. Tourism and Hospitality Management: Taught in English

LUXURY INDUSTRY

- MSc. International Luxury Industries Management: Taught in English

M2 SEMESTER & DUAL DEGREE TBS GRADING SCALE

M2 year	ECTS
Excellent 16 - 20	Excellent A
Bien 14 - 15.99	Very good B
Assez bien 12 - 13.99	Good C
Sans mention 10 - 11.99	Satisfactory D
Insuffisant 0 - 9.99	Failed F

M2 Students will be able to download their Grade Transcripts on our TBS platform about 5 weeks after the end of each semester and will have to forward it to their Home University.

Dual Degree students: the passing grade is 10/20 for each course, but the average grade on the Master 2 year is 10/20 minimum.

**Dual Degree students will be required to validate a TOEIC of 850
in order to be awarded the TBS Master in Management Degree.**

Please note that the TBS pass to gain credits is 10/20.

Dual Degree Students will receive by post their graduation certificate and their Grade Transcript as soon as they have met the criteria required to be graduated (*validation of the MSc and the Consultancy Assignment courses, the thesis, their Management internship and internship report and a **minimum 850 TOEIC score***).



INSPIRING EDUCATION INSPIRING LIFE

TBS

1 place Alphonse Jourdain
CS 66810
31068 TOULOUSE Cedex 7
FRANCE

+ 33 (0)5 61 29 49 49

CONTACT US

c.dumont-capdeville@tbs-education.fr

TBS is a member of:

