

*Course Substitution for*  
**Audencia Nantes University, France**  
 (All courses taught in ENGLISH)

This is a graduate program but undergraduate students are allowed to participate in this program. These package programs will fulfill requirements in students' majors. All students who participate in this program are guaranteed the courses of their specialization.

- Please note that you can tell the Exchange Program Coordinator at Audencia Nantes, **Faustine LASSERON** which class(es) you don't need to take of these tracks at the beginning of the semester so they will not be included in your transcript.
- PLEASE NOTE THAT YOU WILL BE TAKING COURSES FROM THE - Grande Ecole Programme Major/Specialization Courses
- PLEASE NOTE THAT ALL COURSES ARE 2 UNITS, except when noted

**FINANCE TRACK**

FIN 329	Cash Management And Derivatives
FIN 327	Module Of Specialization: Quantitative Finance
FIN 421 (elective)	Portfolio Management
FIN 328 (elective)	Financial Engineering
Finance Electives	Valuation Techniques
Finance, compensatory units	Advanced Financial Analysis <b>Reporting Under Ifrs/Us Gaap</b> (Please note that you do not have to take this course. You can tell your abroad coordinator to drop you from this course.

**MARKETING (Marketing for Product Manager Track)**

Marketing Electives	Developing Marketing Strategies and Tactics Capturing Markets Insights Communicating Value Developing Value Propositions Integrating Retailing Channels Developing Trade Marketing Integrated Marketing Communication In The Digital Age
Compensatory Units in the Major for 16 units of MKT electives	You can chose one course from list A: S4MRH530 – Foundations of leadership and Teamwork (one unit) S4STR537 International Business Planning  And this course from list B: S4STR544 Strategic alliances & mergers acquisitions (one unit)

**MANAGEMENT CONSULTING TRACK**

BA 405	Change Management Consulting Strategy and Change Management for Consultants
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	(revised name, 2017)
MGT 357	International Business Consulting International Business for Consultants (revised name, 2017)
Management Electives	Information Systems Consulting IS and Digital Transformation for Consultants (revised name, 2017) Consulting Soft Skills Soft Skills for Consultants (revised name, 2017) Project Management Consulting Project and Knowledge Management for Consultants (revised name, 2017) Consulting Project Consulting Mission Consultants (revised name, 2017)
MGT compensatory units	Strategic And Financial Consulting

### MANAGEMENT TRACK BBA PROGRAM (FALL ONLY)

SDSU Courses	Audencia Nantes Courses	UNITS
MANAGEMENT ELECTIVES/GENERAL BUSINESS ELECTIVES		
	Team Building & Leadership Development	1.5
	Conflict Management	1
	CSR & Value Creation	1
	Impact of Innovation on Global Strategy	1.5
	Corporate Strategy Analysis	2.5
	EU Commercial Relation & Incentive	1
	Cross cultural & Comparative Management	1.5
MIS Elective	Data mining & Knowledge Management	1.5
MIS Elective	Supply Chain management	1.5

### GRANDE ECOLE GENERAL MANAGEMENT PROGRAM: (students may choose any of these courses)

BA 405	S3STR401 Strategic Management 2.5 UNITS
Management Electives	S3CGC401 Management Control 2.5 UNITS
MGT 358: Fundamentals of Entrepreneurship	S3ENT402 Initiation to Entrepreneurship 2 UNITS
Management Electives	S3STR402 Business Simulation 1.5 UNITS
Marketing Elective	S3MKT402 Sector-Specific Marketing 2.5 UNITS
Finance Elective	S3FIN406 Financial Analysis 2.5 UNITS
MGT 352: Human Resource MGT	S3MRH402 Managing & Leading a Team 2.5 UNITS
Management Electives	S3CLE450 European Business Environment & Culture 2.5 UNITS
Finance Elective	S3FIN460 International Finance 1.5 UNITS
Management Electives	S3MSI460 Project Management 1.5 UNITS
Management Electives	S3MRH460 Organizational Change Management 1.5 UNITS
Marketing Elective	S3MKT460 Digital Marketing & Social Networks 1.5 UNITS

Last revised on Thursday, March 29, 2018