



Undergraduate Transfer Credits - Level 3 / IBPM

CLASSES TAUGHT IN ENGLISH

MODULES 2018 / 2019

FALL SEMESTER				SPRING SEMESTER			
DATES : SEPTEMBER 2018 – DECEMBER 2018 EXAMS : DECEMBER 2018 RESIT EXAMS : JUNE 2019				DATES : JANUARY 2019 – APRIL 2019 EXAMS : APRIL-MAY 2019 RESIT EXAMS : JULY 2019			
COMPULSORY MANAGEMENT MODULES							
		Hours	Credits			Hours	Credits
HR301E_B	International Human Resource Management	24	4	CR301E_B	Business Ethics	24	4
PM301E_B	Project Management	24	4	NG302E_B	International Negotiation Skills	24	4
ST304E_B	Entrepreneurship and Innovation Management: Fundamentals	24	4	ST302E_B	Strategy	24	4
Choose one specialisation track (one track = 3 modules per semester)				Choose one specialisation track (one track = 3 modules per semester)			
FINANCE AND BANKING MODULES							
FI300E_B	Financial Mathematics	24	4	FI302E_B	Financial Markets and Risk Management	24	4
FI301E_B	Concepts of Corporate Finance	24	4	FI304E_B	Banking Systems and Services	24	4
FI303E_B	Financial Analysis	24	4	FI305E_B	Fundamentals of Auditing	24	4
SALES AND MARKETING MODULES							
MK303E_B	Distribution and Channel Management	24	4	MK306E_B	Digital Marketing	24	4
MK304E_B	Marketing Metrics	24	4	MK307E_B	Business to Business Marketing	24	4
NG301E_B	Salesmanship and Sales Force Management	24	4	MK308E_B	Merchandising	24	4
PURCHASING AND SUPPLY CHAIN MODULES							
SC301E_B	Supply Chain Management	24	4	QM311E_B	Production Systems	24	4
SC302E_B	Purchasing Management	24	4	SC304E_B	Sourcing	24	4
SC303E_B	Inventory Management & Warehousing	24	4	SC305E_B	Transportation and Distribution	24	4
TRANSVERSAL SKILLS (Optional)							
				ST305E_TC	Doing Business in France	27	5
COMPULSORY EVENTS							
EV002N	International Fair		-				
EV003N	Career Forum		-				
LANGUAGE MODULES (Optional)							
OLV2F1	French Language	30	3	OLV2F2	French Language	30	3
FG001N	French Culture	30	3	FG002N	French Culture	30	3
Language Modules and "Doing Business in France" are not on offer for students coming from our campus in RABAT							