

Courses at the Saint-Etienne School of Management are organized slightly differently from the undergraduate - graduate scheme in the US.

We have:

1. A two-year program (freshman and sophomore level) called BTS that resembles the American Associate Degree program. Our exchange students never take these courses, as they are closer to a vocational program.

2. A four-year Bachelor-type program: CMI.

These courses train students to become export managers or work in international business, and the courses, many of which are in English, are well suited to our exchange students' needs.

3. A three-year program, Sup de Co, or ESC, that starts at the junior year level (Year 3) and ends at the Master's level (Year 5).

These students enter the program after completing a 2-year preparation for Grande Ecole or a 2-year degree university degree. Their career goals may be linked to banking, management, sales, entrepreneurship, etc., depending on their major. Some of the courses are in English and some are well suited to exchange students' needs.

The courses of all our programs (BTS, CMI, Sup de Co) are numbered according to the year of university studies in which they take place, like in the US.

BTS and CMI first year courses: 100-199

BTS and CMI second year courses: 200-299

CMI third year courses and Sup de Co first year courses: 300-399

CMI fourth year courses and Sup de Co second year courses: 400-499

Sup de Co third year courses: 500-599

Although the numbering resembles the American system, there is a big difference in the placement of some of the courses in the program. This is due to the fact that French students finish their "general education requirements" (world lit, philosophy, national history, etc.) before college, and begin courses associated with their major as early as the freshman year.

For this reason, courses such as Marketing 116 (Negotiations) and Politique 110 (on the CMI program) are often similar to a junior-level university course in the US, requiring a level of maturity and coursework that our foreign students find appropriate and challenging. The Negotiations course, which I know well, draws upon Sun Tzu, Getting to Yes, the Harvard Project on Negotiation, etc. and is conducted with a scenario that makes use of web-based communication with students abroad. Leah and our other American students say they learn a lot from it.

Please see the course catalogue on the web site.