

ANNEX 1

PLAN OF STUDIES AT ESC AMIENS FOR UNIFI STUDENTS

Bachelor 3

ESC Amiens double degree coordinator

Fanny Farges

international@esc-amiens.com

Semester 1 / (fall) September – end-December	30 ECTS
Semester 2 / (spring) January – end-June	30 ECTS

SEMESTER 1: SEPTEMBER-DECEMBER

CORE COURSES MODULE DETAILS: 20 ECTS

Module title	Year	Semester	Hours	ECTS
Introduction seminar: onboarding days	3	1	20	4
French as a foreign language	3	1	12	1
Project Management	3	1	15	2
Human Resources management	3	1	15	2
Control and performance management	3	1	15	2
Business Strategy	3	1	18	2
Customer Relations Management	3	1	15	2
Business Intelligence	3	1	15	2
Functional Economy	3	1	15	2
Final Business Game	3	1	18	1

SPECIALISATION MODULES: 8 ECTS
FROM THE SPECIALISATION **INTERNATIONAL BUSINESS**

Module title	Year	Semester	Hours	ECTS
Negotiation	3	1	18	2
Introduction to market finance	3	1	18	2
International marketing & communication	3	1	18	2
Brand strategy & positioning	3	1	18	2

ELECTIVE MODULES: 2 ECTS
2 COURSES OF 1 ECTS TO CHOOSE BELOW

Module title	Year	Semester	Hours	ECTS
Business Ethics	3	1	15	1
Consumer Behaviour	3	1	15	1
Data analysis	3	1	15	1
Business Valuation methods	3	1	15	1
Communication tools and techniques	3	1	15	1

About our electives: your choice might not be available depending on the global students' registrations and groupe sizes. In case this happens, we will ensure to offer you an alternative

SEMESTER 2: JANUARY - JUNE

Module title	Year	Semester	Hours	ECTS
Bachelor thesis	3	2	150	15
Internship (4 months minimum) + report + oral defence	3	2		15

ANNEX 2

PLAN OF STUDIES AT UNIFI FOR ESC STUDENTS

UNIFI double degree coordinator

Laura Blini

l.bini@unifi.it

THIRD YEAR – SEMESTER 1	ECTS
Mandatory activities	
<input type="checkbox"/> Demography and social challenges	6
<input type="checkbox"/> Business Planning and Impact Evaluation	9
Select two of the following	
<input type="checkbox"/> Environmental challenges and societal well-being	6
<input type="checkbox"/> Intellectual Property Law	6
<input type="checkbox"/> Industrial chemical processes for pollution prevention and control (with Lab)	6
<input type="checkbox"/> International regulatory harmonization policy for sustainable chemicals industries (with Lab)	6
<input type="checkbox"/> Psychology of decision making and ergonomics for well-being	6
<input type="checkbox"/> Psychology of sustainability and sustainable development	6
Total	27

THIRD YEAR – SEMESTER 2	ECTS
Free choice	12
European Language*	6
Internship	6
Other activities to enter the job market (lab, seminars...)	3
Final thesis	6
Total	33

**European Language:*

- B2 level
- Italian highly recommended – Listening & Speaking
- not English
- not French (for French students)

ANNEX 3

Grades conversion

ESC AMIENS	UNIFI
20-19	30 cum laude
18-15	30
14	29
13	28
12	27-26
11	25-24
10	23-22
9	21-20
8	19-18

ANNEX 4

Bachelor thesis grades conversion

The grade obtained in the Bachelor thesis shall be converted as follow

ESC AMIENS	UNIFI
8 - 10	1
11 - 12	2
13 - 20	3