In order to help you choose the courses you will be following during your semester at ESC Toulouse please read the following presentation of our Major Option and Complementary Courses and complete the forms attached and return one of the forms with appropriate choices (1 OAP + 3 OAC choices in order of preference) by email to Corinne Garcia at: c.garcia@esc-toulouse.fr or fax to: +33 561 29 47 92 by December 3 2004.

*OAP: Option Académique Principale
*OAC: Option Académique Complémentaire
FORMATION APPROFONDIE SEMESTER 4  
23 February to 9 June 2005

Our semester 4 is divided into two separate periods which are optional:

**Period 1 – OAP Major Academic Option: 23 February – 2 May 2005 (135 hours/18 ECTS)**

OAP: Période Transversale (Multi approach core courses/75 hours/10 ECTS) and Dominante (Course Major/60 hours/8 ECTS)

A. Students who wish to follow courses in French are required to choose one Major Academic Option (OAP) amongst a choice of 4:

1. Management et Organisation (+ 1 Course Major amongst a choice of 3)
2. Marketing-Commerce (+ 1 Course Major amongst a choice of 5)
3. Finance (+ 1 Course Major amongst a choice of 2)
4. Compta-Contrôle (+1 obligatory Course Major)

You will find a detailed description of each specific course in our brochure entitled ‘Livret FA OAP- OAC 04-05’.

B. Students who wish to follow courses in English can choose our International Management Option. This is equivalent to a complete OAP including both the Multi approach core course and Course Major periods. A description of the course is presented in the brochure entitled ‘International Management Option Syllabus 03-04’ enclosed. This will give you an idea of what the courses will be like while we are waiting for the 04-05 version.

**Period 2 – OAC Complementary Academic Option: 3 – 30 May 2005 (60 hours/8 ECTS)**

OAC: This is a minor option corresponding to 4 modules of 15 contact hours each (Minor/60 hours/8 ECTS)

Students are required to take one Complementary Academic Option (OAC). Please refer to forms attached for choices and possible combinations. These include courses in English or other languages which are clearly marked as such. A description of the courses can be found in the brochure entitled ‘Livret FA OAP- OAC 04-05’. Students are required to indicate three choices in order of preference. The school cannot
guarantee the possibility to obtain the priority choices and students must accept the course offered at the end of the selection process.

LIST OF 4 OAPs - Major Academic Options

OAP "MANAGEMENT ET ORGANISATION"
Période Transversale
Dominantes
LOGISTIQUE : MANAGEMENT INDUSTRIEL ET TECHNOLOGIQUE
RESSOURCES HUMAINES : PERFORMANCE ET GRH
MANAGEMENT DE L'INFORMATION : E-MANAGEMENT

OAP "MARKETING – COMMERCE"
Période Transversale
Dominantes
RESPONSABLE MARKETING
INGENIEUR COMMERCIAL
RESPONSABLE DE COMMUNICATION
RESPONSABLE / CHARGE D’ETUDES
PRATIQUES ALTERNATIVES DU MARKETING

OAP "FINANCE"
Période Transversale
Dominantes
CORPORATE FINANCE
MARCHES FINANCIERS

OAP "COMPTA – CONTROLE"
Période Transversale
Dominante
CONTROLE DE GESTION ET PILOTAGE DE LA PERFORMANCE
LIST of OACs - COMPLEMENTARY ACADEMIC OPTIONS

Pôle STRATEGIE
STRATEGIE ET CREATION DE VALEUR
STRATEGIE ET CONTEXTE CONCURRENTIEL

Pôle LOGISTIQUE ET ORGANISATION
TECHNOLOGIE ET MANAGEMENT
MANAGEMENT INDUSTRIEL
OUVERTURE VERS LA SCIENCE ET LA TECHNOLOGIE

Pôle RESSOURCES HUMAINES
GESTION ET DEVELOPPEMENT DU PERSONNEL
MANAGEMENT, CONFLIT ET NEGOCIATION
SCIENCES HUMAINES APPLIQUEES A L'ENTREPRISE
GLOBAL AND STRATEGIC HUMAN RESOURCES MANAGEMENT (ENGLISH COURSE)
EUROPEAN MANAGEMENT (ENGLISH COURSE)
CREATIVE AND ASSERTIVE MANAGEMENT (ENGLISH COURSE)

Pôle MANAGEMENT DE L'INFORMATION
INFORMATIQUE AVANCEE APPLIQUEE A LA GESTION
DATA INTELLIGENCE
INTERNET, MANAGEMENT ET E-COMMERCE

Pôle DROIT DES ENTREPRISES
CONTRATS DES ENTREPRISES DE L'UNION EUROPEENNE
LE MANAGEMENT DU RISQUE PAR LE CONTRAT
FRAUDES ECONOMIQUES ET DROIT PENAL DES AFFAIRES

Pôle MARKETING-VENTE
MARKETING
SPECIFIC MARKETING (ENGLISH COURSE)

Pôle ECONOMIE-FINANCE
FINANCE
GLOBALIZED BUSINESS (ENGLISH COURSE)

Pôle COMPTABILITE-CONTROLE DE GESTION
LE PILOTAGE DE LA PERFORMANCE AU SERVICE DE TOUS LES DECIDEURS

Pôle LANGUES ET COMMUNICATION INTERNATIONALE
DOING BUSINESS ´AS UNUSUAL´ (ENGLISH COURSE)
BUSINESS COMMUNICATION (ENGLISH COURSE)
INTERNATIONAL BUSINESS SKILLS (ENGLISH COURSE)
DEUTSCH-FRANZOSISCHES MANAGEMENT (GERMAN COURSE)
ENGLISH-GERMAN INTERNATIONAL MANAGEMENT ISSUES (ENGLISH- GERMAN COURSE)
EL OCCIDENTE EXTREMO O EL ESTREMO OCCIDENTE (SPANISH COURSE)