

## Course List

**Notes:**

1. Master level courses require minimum 2 years of Business or Management Studies.
2. All language courses are compatible except for Spanish (Intensive + regular) and French, which have the same schedule
3. Elective courses offer may vary
4. More courses taught in Spanish may be available for non english speaking students

Semester	Language	Level	Code	Field	Course	Section	Hrs	ECTS	Notes
S1	English	1	B1TF2-2	Generic Competencies	Communication Skills	2	25	2	
S1	English	1	B1TG3-2	Management Control	Financial Maths	2	30	3	
S1	English	1	B1TK3-2	Business Culture	Commercial Law	2	16	2	
S1	To be confirmed	2	B2TG4-2	Management Control	Bank - Business Relationship	2	15	2	Change in language of delivery
S1	English	2	B2TI4-2	International	Cross-Cultural Management	2	30	4	
S1	English	2	B2TK4-2	Business Culture	European Union	2	30	4	
S1	English	2	B2TV2-2	Marketing & Sales	Direct Marketing	1	15	2	
S1	Castellano	3	B3TF6-1	Generic Competencies	Professional Project Development	1	18	2	
S1	English	3	B3TG1-1	Management Control	Budget Control	1	30	3	
S1	Castellano	3	B3TG5-1	Management Control	Information Systems for Management	1	15	1	
S1	English	3	B3TI4-1	International	International Business	1	30	3	
S1	Castellano	3	B3TK6-1	Business Culture	Purchasing	1	25	3	
S1	Castellano	3	B3TK7-1	Business Culture	Logistics	1	25	3	
S1	English	3	B3TV1-1	Marketing & Sales	Sales Management	1	15	2	
S1	English	3	B3TV2-1	Marketing & Sales	Marketing Analysis, Strategy and Planning	1	30	4	
S1	English	3	B3TV6-1	Marketing & Sales	Negotiation Skills III	1	15	2	
S1	English	3	B3TV8-1	Marketing & Sales	Panels	1	15	2	
S1	English	Language	BITI1-1	International	English	1	35	2,5	
S1	Others	Language	BITI2-1	International	Spanish Intensive Course	1	40	3	Not available during 2011 - 2012
S1	Others	Language	BITI2-3	International	Spanish Extensive + Intensive Course	1	70	5	
S1	Others	Language	BITI3-1	International	French	1	35	2,5	
S1	English	Language	BITI4-1	International	Chinese	1	35	2,5	
S2	English	1	B1TM1-2	Management	Team Work Skills	2	15	2	
S2	English	3	B3OB2-1	International Business	International Business Contracts	1	20	3	Elective Course
S2	English	3	B3OB3-1	International Business	International Brand Manager	1	25	3	Elective Course
S2	English	3	B3OB5-1	International Business	Small Business Management	1	25	3	Elective Course
S2	English	3	B3OE2-1	e-Management	E-Consumer Behavior	1	25	3	Elective Course
S2	English	3	B3OE4-1	e-Management	Marketing to Social Networks	1	25	3	Elective Course
S2	Castellano	3	B3OE5-1	e-Management	Search Marketing	1	25	3	Elective Course
S2	Castellano	3	B3PP1-1	Internship	Internship	1		6	Internship
S2	English	3	B3TG4-1	Management Control	Corporate Finance	1	30	4	Contact hours corrected
S2	Castellano	3	B3TI3-1	Marketing & Sales	Distribution Marketing	1	15	2	
S2	Castellano	3	B3TM1-1	Management	Team Management	1	15	2	
S2	English	3	B3TM2-1	Management	Effective Meetings	1	15	2	
S2	English	Language	BITI1-1	International	English	1	35	2,5	
S2	Others	Language	BITI2-3	International	Spanish	1	40	3	
S2	Others	Language	BITI3-1	International	French	1	35	2,5	
S2	Others	Language	BITI4-1	International	Chinese	1	35	2,5	
S2	English/Spanish	Master	M1CR1-1		OAC Human Resources Management	1	60	8	Elective. Delivered in May. Overlaps with other Master courses.
S2	English	Master	M1CS1-1		OAC Entrepreneurship	1	60	8	Elective. Delivered in May. Overlaps with other Master courses.
S2	Castellano	Master	M1CS2-1		OAC Business in Barcelona	1	60	8	Elective. Delivered in May. Overlaps with other Master courses.
<b>Total</b>								<b>130</b>	<b>13</b>