
Study Abroad Program Information Package Fall and Spring Semesters

Important Dates (All program dates are approximate/subject to change.)

- February 5
BU Law application deadline
- Mid-March
Selections made
- Early April
HEC Application Deadline for fall
- Early September
Fall HEC Orientation
- Early September
Classes begin for fall semester
- Mid-November
HEC Application Deadline for spring
- Mid-December
End of classes and exam session, fall semester
- End of January
Spring HEC Orientation
- Late-January/Early February
Classes begin for spring semester
- End of May
End of HEC semester, spring

To receive 12 BU Law academic credits, participating students must take at least 24 ECTS credits, all of which must be approved by BU Law's Assistant Dean for Graduate & International Programs. This course load would be comparable to the average HEC student's course load, which is the ABA's governing standard.

None of the grades for the HEC Paris semester will count toward your BU Law GPA or towards academic honors and awards (such as the scholarly awards, graduation prizes or degree rankings, such as *cum laude*, *magna cum laude* and *summa cum laude*).

The courses offered by HEC Paris are not considered by the ABA as "regularly scheduled law school classes," because, officially, HEC is a business school, not a law school. Therefore, the 12 credits earned at HEC Paris cannot count towards the required minimum 64 credits of regularly scheduled law school classes one must achieve in order to receive the BU Law J.D. degree.

We are pleased you are interested in Boston University School of Law's overseas exchange program with the *École des Hautes Études Commerciales* – known as HEC Paris – one of the world's leading schools of business administration. This package gives a general description of the program as well as details about some of its more important aspects. Carefully review this information before deciding whether to apply.

Some Preliminary – and Important – Points

At the outset, we would like to stress several aspects of the program which may be relevant to your decision to apply.

- **Timing:** This is a one-semester program that will be offered during both the fall and spring semesters. You will need to state on your application which semester you are interested in studying abroad. The application process at BU Law will occur this spring only.
- **Credits:** The program is designed to grant participating students 12 semester credits toward their J.D. degree.
- **Academic Focus:** HEC is a business school, not a law school, even though many law-related classes are offered. The program focuses on business and management classes and topics that are relevant to international commercial enterprises. The program of study is most appropriate for students interested in transactional work.
- **Eligible Students:** The program is open to second- and third-year students who have completed at least one full year at BU Law. First-year students cannot participate.
- **Language:** All courses at HEC are taught in either English or French. The program is appropriate for students who do not speak any French. On the other hand, while French fluency is not required, French fluency will allow participants a greater breadth of courses from which to create a program of study.
- **Number of Participants:** Up to two BU Law students can participate. We may select fewer than two, but under no circumstances can we select more.

Why Study at HEC?

- **About HEC**

HEC is one of the world's leading business schools. Essentially, participating in this program would be like spending a term at Harvard Business School, Sloan School of Management, Darden, Kellogg, Stern School of Business – any world-class school of management -- except that you'd be in Paris and immersed in a truly international academic and cultural setting.

HEC has been ranked as the best business school in Europe on multiple occasions by *The Financial Times* since the rankings first started in 2005. HEC was the first business school in France to receive the prestigious triple accreditation from AACSB, EQUIS, AMBA – and is one of only 58 business schools in the world today with this status.¹

¹ AACSB stands for the Association to Advance Collegiate Schools of Business; AMBA, the Association of MBAs; and EQUIS, the European Quality Improvement System. These are internationally-recognized standards which independently assess the quality of business schools' teaching, research and operations. See <http://www.f1gmat.com/top-mba-accreditation>.

Founded in 1881, HEC Paris is among France's "*Grandes Écoles*," literally, one of France's "great schools," a group which includes the country's most prestigious and selective institutions for specialized higher education. As its mission, HEC seeks to "train the global leaders of tomorrow" by offering a "multidisciplinary approach to management which speaks to all nationalities and profiles, and serves the need of a globalized market."²

HEC Paris has a permanent faculty of 115 professors, 4,000+ students (37% of whom are international) and over 8,500 managers enrolled in executive education programs every year. In addition to its MIM degree, HEC Paris offers several Postgraduate Masters Programs, an [MBA](#) program, two [Executive MBA](#) programs and a PhD program. It has several double degree programs with foreign business schools and universities – including MIT and NYU in the U.S. – as well as with other French institutions. It cultivates over 100 links with academic partners worldwide.

Detailed information about HEC, including its online brochure, is available at <http://www.hec.edu/About-HEC/About-HEC-Paris>.



- HEC's Faculty

HEC's full-time faculty – 58 percent of whom are internationally trained – hold Ph.D.'s from the world's top universities. They have published 60 books, 360 articles in referenced academic journals and regularly present their research at academic conferences. In addition to the permanent faculty, HEC has 26 Emeriti faculty, 94 Affiliate Professors (generally, experienced business executives), 40 Visiting Professors and 700 lecturers. More information about the faculty is at <http://www.hec.edu/Faculty-Research>.

- HEC's Master in Management Program

This program – the first of its kind offered among U.S. law schools – enables BU Law students to enroll in HEC's Masters in Management (MIM) Program, a highly selective 18-month management program whose mission is to "train its students to become leaders, capable of

² <http://www.hec.edu/About-HEC/About-HEC-Paris/Mission-Values>.

anticipating changes in the world and of playing a responsible role within it.”³ Unlike traditional MBA programs, MIM programs are open to students with little or no work experience.⁴

HEC’s MIM degree candidates come from two applicant pools: French students who take a highly competitive national exam after a two-year preparatory program (the “*Grand École* track”); and students who hold a bachelor’s degree in any field from a non-French institution (the “University track”). Roughly 10,000 *Grand École* candidates seek admission to HEC’s MIM program each year; only 4 percent are admitted, yielding an entering cohort of about 380 *Grand École* track students (about a 99 percent yield ratio). Your classmates will be among the most heavily-recruited, highly-credentialed business students in Europe.

Approximately 1100 *Grand École* and University track students from roughly 40 nations are enrolled in the MIM program on a degree basis. In addition, about 300 non-degree exchange students from 38 countries and 80 academic partners are integrated into MIM classes each term.

MIM degree students pursue foundational, “core” management topics (and some electives) in their first year, followed by specialized classes in year two. BU Law students can take either “core” topics or more specialized electives.

The roughly 85 course offerings are organized within the following general areas of study:

- Finance and Economics
- Strategy and Business Development
- Marketing and Communications
- Entrepreneurship – Innovation & Business
- Social Responsibility
- Decision Science and Information Systems
- Human Resources

Skills seminars—week long classes taught by executives from HEC’s Corporate Network – are also offered in a range of topics, such as in “Intercultural Negotiations,” “Negotiating Constructively in Business,” and “Executive Decision Making.”

HEC’s teaching methodology is mainly lecture-based, with an emphasis on individual participation and group work, through case studies, projects and presentations. All “core” courses are offered in French and English. Electives are offered in English or French.

- Jouy-en-Josas – and the city of Paris

Be forewarned: HEC is not in downtown Paris. The HEC campus is located in Jouy-en-Josas, a suburban town on the South-West side of Paris, close to Versailles. Travel between Jouy-en-Josas and Paris is quite easy, as public bus services run several times per day from the HEC campus to the Jouy-en-Josas train station, and the HEC SAVAC shuttle service provides service from campus to the Massy RER C station. From either station, Paris is a short 45 minute train ride away. Students in the past frequently have resided in Paris and commuted to HEC which they found it be a better fit for them socially and academically.

On the many occasions when you will visit downtown Paris, you will encounter a city like few others. Proud, cosmopolitan and, well, forever chic, Paris is renowned as one of the world’s most beautiful and intriguing cities. Its 10,000+ restaurants and cafes, 220 art galleries, 90 theatres

³ <http://www.hec.edu/About-HEC/About-HEC-Paris>.

⁴ According to *The Financial Times*, the pre-experience MIM degree, “one of the fastest growing classes of master’s degrees in Europe,” is “arguably the flagship degree of most continental European business schools” (<http://www.ft.com/intl/cms/s/2/8fe35f4a-fbc2-11e1-87ae-00144feabdc0.html#axzz2W6Vjvnj>).

and nearly 50 concert halls, make it a dreamed-of destination for travelers and scholars worldwide.

A little background: "Paris was founded on the Île de la Cité towards the end of the 3rd century B.C. The city prospered in typical Roman style despite being menaced and pillaged, and by the Middle Ages had colonized both banks of the Seine. Paris acquired much of its present look in the 19th century when Napoleon commissioned Neoclassical edifices such as the Arc de Triomphe and domestic architecture reflected the substantial wealth created by rapid industrial progress. As the 19th century gave way to the 20th, Parisian endeavor granted the city its Métro... and the city just kept growing and growing."⁵ Today, as Gault Millau describes, "What New York, Chicago, Los Angeles and Washington are to the United States, Paris alone is to France. This single city dominates the nation's government and politics, its industry, business, and finance, its media and communications, its artistic and intellectual life." As the grand dame of world capitals, it holds a unique position at the crossroads between Northern and Southern Europe – and displays its intriguing mix of ancient and modern culture and its seductive aura of romance with as much confidence as ever.

Geographically, Paris is divided into 20 arrondissements, or districts, which spiral outward clockwise from its center in the Seine River – the Île de la Cité, the island birthplace of Paris. Along the Right Bank ("rive droite") are lie grand boulevards (such as the Champs Elysées), stately façades, the Arc de Triomphe, the Opéra Garnier and the Louvre. Tucked away in the midst of all this grandeur is the trendy, labyrinthine Marais, Paris' own Greenwich Village. Montmartre, the northernmost area of the Right Bank, resembles a little village, with steep cobblestone streets, tiny, ivy-covered houses and quiet squares. The area around the Bastille has become one of the trendiest pockets of Paris, with numerous cafés and clubs (and now the Opéra Bastille, new home of the Paris Opera Company).

The Left Bank ("rive gauche") is slightly funkier than the Right. Many of the streets are reserved for – or taken over by – pedestrians. The cafés of St. Germain, where Simone de Beauvoir and Sartre once sat debating existentialism, are still a favorite gathering place for "philosophers" and seekers. Montparnasse, formerly the home of Picasso, Giacometti and other artists, is a bustling neighborhood adjacent to St. Germain. It is crowded with cinemas and famous brasseries.

La Défense refers to the cluster of skyscrapers northwest of Paris that make up the modern business district. The landmark of this quarter is La Grande Arche – a massive, futuristic arch of glass, granite and marble that serves as a modern echo of Napoleon's Arc de Triomphe.⁶

The HEC Exchange Program

- What the Program is – and isn't

The exchange program with HEC is designed to offer a serious study of business and management topics that are relevant to the practice of transactional law in the service of global clients. It is part of BU Law's overall portfolio of programs and classes that seek to train students to "think like business people" and see legal issues "from the client's perspective." The program is definitely not the same thing as a college semester abroad; you will be studying alongside the world's most select business students at one of the world's most prestigious management schools. If you are looking for a semester abroad with a light course load and plenty of time to sip *pastis*, hang out with Paris's Left Bank café society, or jet set with the glitterati at the Cannes film festival, this is not the program for you. Of course, you can and should make the most of being

⁵ Background information obtained from the web page Travelcity.com.

⁶ Material obtained from the web page. www.thetrip.com.

abroad by traveling and sightseeing. But we want to emphasize that this program is much more academically rigorous than many overseas programs at the undergraduate level.

- Number of Students

As noted above, we will be selecting up to two BU Law students to attend HEC during either the fall or spring semesters.

- Program Dates

HEC has not yet set the final calendar for the - academic year. They will confirm all important semester dates later this spring, once its final schedule is set. You will find a tentative schedule below.

Fall

Orientation:	Late August/Early September
First day of classes:	Early September
Winter break:	Early November
Last day of commitments:	Mid-December

Spring

Orientation:	Late January
First day of classes:	Early February
Spring break:	Late April
Last day of commitments:	Late May

You will be expected to arrive at HEC to participate in orientation activities and meet with Professor Eloič Peyrache, the HEC Exchange Program Director before orientation. You will likely want to arrive considerably before orientation if you wish to secure off-campus housing.

Important Note: HEC's "spring" semester runs late, considerably past BU Law's spring semester. For 3Ls, this means that you will not be able to complete your HEC studies prior to BU Law graduation, or receive final transcripts from HEC in time to meet bar certification requirements for the summer bar (which can be as early as mid-June). 3L students are therefore encouraged to participate in this exchange program during the fall semester.

Likewise, 2Ls who are interested in spring term studies at HEC may need to make special arrangements with their summer employers to begin work in early July. (Students in other program facing similar schedules have occasionally arranged to complete a portion of their "summer" clerkships in January/February, prior to going overseas.)

- Course Offerings and Selections

Participating students must take at least 24 ECTS credits, from the list of pre-approved courses (see attachment A for a complete list), subject to final approval by Assistant Dean John Riccardi prior to the start of your studies at HEC.⁷ This course load would be comparable to the average HEC exchange student's course load, which is the ABA's governing standard, and consistent with European Union standards for full-time study. Courses may be added or dropped before classes

⁷ ECTS stands for the European Credit Transfer and Accumulation System, which is the standard used to compare the amount of studies attained through courses at institutions of higher education within the European Union. ECTS credits reflect the quantity of work each course requires in relation to the total amount of work needed to complete a full year of academic study at the institution, such as through lectures, practical work, seminars, private work (at home or at school), examinations and so on. The standard helps facilitate academic exchange programs between universities within the EU. See <http://www.studyineurope.eu/ects-system>.

start and no later than after the first lecture. All students must have their final course selections approved by Assistant Dean Riccardi once they settle on their programs after arriving in Paris.

For a comprehensive list of courses open to exchange students at HEC, please visit <http://issuu.com/ecolehec/docs/hecexchangeprogramcourses?e=2434528/2623225>.

Participating students will receive from HEC updated course lists from which they will make their actual selections online. They will receive an HEC User ID, giving them access to the online registration system.

- Grades and Exams

Assessments at HEC are based on class participation, oral presentations, written exams, papers, projects or group reports. Exams take place at the end of each term. You will be evaluated in the first instance by HEC instructors, using a traditional letter grading scheme. BU Law transcripts will show completed courses with "credit" designations, along with an asterisk or a footnote indicating that actual grades are available upon request accompanied by an explanation of HEC's grading system.

How to Apply

If you decide to apply, you must do three things:

1. Complete an application available online at www.bu.edu/law/jd/studyabroad, and submit all additional materials.
2. Complete an interview with Assistant Dean John Riccardi and Associate Director Maureen Leo, scheduled through the Graduate and International Programs Office.
3. If you wish to enroll in French language courses: complete an interview in French with a member of Boston University's faculty or an LL.M. student from France to test for oral language skills.

In addition, we require that all interested students meet with CDO to receive counseling about how spending a semester abroad – namely, at an international business school – implicates their job searches and otherwise fits with their career plans.

In screening applicants, we will look for such things as a strong academic record, a favorable faculty recommendation, serious interest in international and comparative law, and experience with different cultures and overseas travel.

The application deadline is February 5, at noon.

* For first-year students applying to participate in their second year, we will be unable to make a final decision until after we have received your second semester grades in mid-summer.

French Language Proficiency

As mentioned above, fluency in French will allow participating students greater options in developing a course of study. If you wish to enroll in French language courses at HEC, we will evaluate fluency two ways as part of the application process:

1. Each finalist will be interviewed in English here at the law school by John Riccardi and Maureen Leo. Each finalist will also be interviewed in French by a member of Boston University's faculty or an LL.M. student from France to test for oral language skills.

2. The application asks for a one-page essay in French and also for information about your French language background, which will be considered in the final evaluation.

All participants can (and are encouraged) to take French language classes, available at no additional charge.

Student Evaluation and Grades

Your final paper and/or exams will be graded in the first instance by HEC faculty in accordance with the HEC grading system. At HEC, credits are awarded to students having obtained a grade of A, B, C, D, or E. A final grade of FX and F requires repeating the exam; in the event of a re-fail, students will not earn credit for the course. In the case of a re-take, E is the only passing grade that can be awarded. The HEC grading scale is as follows:

A = 4 – Excellent – outstanding performance
B = 3.5 – Very good – above the average standard
C = 3 – Good – generally sound work
D = 2.5 – Satisfactory Fair
E = 2 – Sufficient – performance meets minimum criteria
FX = 1 – Insufficient – Fail (credits non-validated)
F = 0 – Very insufficient – Fail (credits non-validated)

Because the different grading standards between BU Law and HEC makes a direct translation to BU Law's letter grading system difficult, participating BU Law students will, upon successfully completing a course, receive a designation of "credit" for the course on their transcripts. This designation will include an asterisk or footnote indicating that the actual grade is available upon request, and that it will be accompanied by an explanation of the host institution's different grading system.

IMPORTANT POINTS ABOUT GRADES AND CREDITS:

1. ACCEPTANCE OF ANY CREDIT OR GRADE FOR ANY COURSE TAKEN IN THE PROGRAM IS SUBJECT TO DETERMINATION BY BOSTON UNIVERSITY SCHOOL OF LAW. We expect, however, that all credits earned at HEC will count towards Boston University School of Law credits.
2. None of the grades for the HEC semester will count toward your BU Law GPA or towards School of Law honors and awards (such as the scholarly awards, graduation prizes or degree rankings, such as *cum laude*, *magna cum laude* and *summa cum laude*).
3. BU Law's limit of 16 non-graded credits will not automatically preclude otherwise qualified students from participating. Students whose participation will cause them to exceed the 16 credit limit for non-graded credits will need to petition the Academic Standards Committee for a waiver of this requirement.
4. Courses taken at HEC will not count towards the 64 credits of regular law school courses you must complete in order to earn the BU Law JD. It is important to keep this mind when determining whether or not this program will fit with your past and anticipated academic commitments and interests (such as participation in a clinic).

HEC's Program Director and Staff

The Director of the HEC exchange program is Professor Eloiç Peyrache, who also serves as the Associate Dean for HEC's MIM Program. His full biography and CV is available on the HEC Web

site (in French), at <http://www.hec.fr/Faculte-Recherche/Membres-de-la-faculte/PEYRACHE-Eloic-Anil>. His contact information is:

Professor Eloïc Peyrache
HEC Paris Direction de l'Ecole
1 rue de la libération
78351 Jouy-en-Josas
France
Email: peyrache@hec.fr
Telephone: +33 01 39 67 73 49

The main administrative contact at HEC is Jean Christophe Doguet, Exchange Program Coordinator. Jean Christophe will be the day-to-day contact for academic and non-academic issues. His contact information is:

Jean Christophe Doguet
Exchange Program Coordinator (Inbound)
HEC Paris Direction de l'Ecole
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78351 Jouy-en-Josas
France
Email: doguet@hec.fr
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Additionally, Iris Ritter (ritter@hec.fr), the Director of the International Office at HEC, and Agnès Tournieux (tournieux@hec.fr) are available to answer questions and provide assistance to incoming exchange students.

The International Office at HEC has a section of the Web site dedicated to providing prospective exchange students with detailed information. You can visit it here:
<http://www.hec.edu/MSc/International-network/Incoming-International-Students/Exchange-Students>.

Library Facilities

HEC's library – which houses 60,000+ books, 10,000 journals, 80+ databases – is staffed by 16 librarians and provides seating for 200 people, with 30 network computers available. (More information is at www.hec.edu/Library.)

Student Housing and Living Arrangements

HEC provides exchange students with preferential housing; as such, on-campus housing at HEC is almost guaranteed. Exchange students are offered the possibility to live on-campus by renting a room in one of 17 student halls, which are divided into 1,620 furnished rooms and flats. Rooms are furnished (some with private facilities and some shared between two rooms) with a single bed, a bedside table, a desk, shelves, two chairs, a wardrobe, a telephone and outlets. Some rooms have a balcony. After the online registration process, students will receive an Accommodation Application Form from HEC's International Office; students shall return the completed form to HEC's Residence Office if they want on-campus housing.

Participants who wish to live off-campus will be responsible for securing housing on their own. For participants who live on-campus, the International Office provides airport shuttle service from Roissy CDG Airport or Orly Airport to the HEC campus, according to residence check-in dates.

Anticipated Tuition, Fees and Living Costs

BU Law students pay BU Law tuition. Students are responsible for transportation, all living expenses and incidentals. Estimated expenses are fully outlined in the HEC Fact Sheet on our website, but a summary of expected expenses is noted below

	<u>Euros</u>
Accommodation:	450-680 + refundable deposit
Food:	450
Local Transport:	105
Books and Supplies:	55 – 105
Miscellaneous:	200
Total:	Approx: 1300 – 1600

<u>One –time Fees</u>	
Resident's Permit Fee	58
Campus Events Fee (Optional)	70
Social Security Fee (mandatory)	215
Total One-time Fees	335

Please be advised that if you plan to travel during your semester in Paris, your total expenses will exceed these estimates.

Program Cancellation Information

We expect the program to go forward as planned and anticipate no obstacles to implementation. However, the ABA requires that we inform you about our contemplated course of action in case of cancellation or change and in case a State Department Advisory is issued for the program area.

- General Policy

In the highly unlikely event that the entire program has to be canceled, students selected for the program will be informed immediately by telephone and by mail, email, or in person, and notices of cancellation will be posted on the BU Law website. In addition, individual meetings will be arranged with any student who wishes one. If in the even more unlikely event that the Program is canceled after students have arrived in Hamburg, Assistant Dean John Riccardi will contact all participating students by telephone, if possible, or by email.

Should particular courses be canceled or rescheduled, students selected for the program will be informed by email, telephone, or in person.

- State Department Advisories

The most current Consular Information Sheet on is available on the internet at <http://travel.state.gov/>. If an Advisory is issued before you are selected for the program, notice will be posted on the BU Law website and all applicants interviewed for the program will be personally informed via email and phone. If, based upon the information conveyed to you, you wish to cancel your enrollment in the program, you will have an opportunity to do so. If such an advisory is issued after students are selected or during the program term, all participating students will be notified immediately by phone and email and given an opportunity to withdraw.

- Specific Program Cancellation Information

- This study abroad program may be subject to cancellation by the host school in the event that conditions in and around its location may endanger the health, safety or security of its participants or others.
- In addition, addition, Boston University reserves the right to issue an instruction that all University faculty, staff, or students evacuate or not travel to a given location when, in its sole judgment, conditions have changed to the extent that continued participation in an activity at that location endangers the health, safety or security of participants. Were this to occur, this program will be cancelled.
- BU Law will notify participants by email immediately of the program's cancellation and will post an appropriate announcement on the program's current student web page.
- If the program is cancelled prior to commencement of the term, all students will be refunded in full any fees paid to Boston University related to the program (excluding any advance room, board and travel costs associated with getting to the host country that have been paid). In addition, all students will be integrated into the regular semester at Boston University School of Law.
- If cancellation takes place while the program term is underway, students will be permitted to choose either a refund of fees billed by Boston University, in accordance with the University's refund schedule (this would exclude room, board, and any travel costs associated with getting to the host country prior to the date of cancellation), or completion of the semester's study at BU Law if such is feasible. WE CANNOT GUARANTEE THE OPTION OF COMPLETING THE SEMESTER AT BOSTON UNIVERSITY SCHOOL OF LAW (AND THUS NOT LOSING A SEMESTER'S PROGRESS TOWARD THE J.D. DEGREE). This option is dependent on resources and the availability of course and independent study opportunities at BU Law. In the event that arrangements at the School of Law are not feasible, or the student elects a refund, the student will be refunded fees as above, in accordance with the University's refund schedule.
- If a faculty, staff member or student does not heed a University instruction to evacuate, that individual does so at his or her own risk, may forfeit insurance coverage, academic credit, tuition payments or expense reimbursement, and may be held responsible for additional expenses incurred by the University due to the individual's refusal to follow this policy.

Visa Information

In order to pursue your studies France, you will need to obtain a student visa. Helpful guides for obtaining a visa can be found on the HEC intranet:

Link: <https://intranet.hec.fr/porta/site/intstudents/>

Domaine: Utilisateurs Ivites

Login: International

Password: Student

Please visit the French Embassy's website for complete information:

<http://www.consulfrance-washington.org/spip.php?article385#II-Studies-in-France-for-more-than>.

Please be advised that while the Graduate and International Programs Office will assist students in liaising with the International Office at HEC to receive the paperwork needed to obtain a visa, it is ultimately the responsibility of selected students to obtain their student visas. The process can take 1-2 months; thus, students should not wait until the last minute to apply for a visa.

Program Reports

Please note that all BU Law students selected to participate in a study abroad program will be required to submit to the Graduate and International Programs Office, before their departure, a one-page statement defining their academic goals for the semester. In addition, to receive credit for foreign study, all students will be asked to submit:

1. Completion of a one-page mid-semester written report or survey, assessing their experiences in light of their academic goals and objectives
2. Completion of an end of program survey assessing a student's academic progress and attainment of educational goals.
3. A two-page report at the end of their program, evaluating their experiences.

Students will not receive academic credit until they submit these reports.

ATTACHMENT A
HEC APPROVED COURSE OFFERINGS (IN ENGLISH)
[For illustrative purposes, based on past offerings]

<u>FALL HEC CLASSES</u>	ECTS	Hours
Corporate Finance	5	36 hr
Company Risk Management: A CFOs Perspective	3	18 hr
Finance in Emerging Markets	3	18hr
Financial Accounting	5	36 hr
Financial Markets	3	18 hr
Strategy Consulting and Private Equity	3	18 hr
Islamic Finance	3	18 hr
Managerial Economics	3/5	18/36 hr
Global Risk Regulation	3	18 hr
Institutions and Corporate Governance around the world	3	18 hr
Managing for Public and Private interest	3	18 hr
From Technology to Entrepreneurship	3	18 hr
European Competition Law	3	18 hr
European Law	3	18 hr
Strategy	5	36 hr
Marketing	5	36 hr

<u>FALL Skills Seminars</u>	ECTS	Hours
Constructive Situational Negotiations for Managers	3	20 hr
Principled Negotiation from Harvard	3	20 hr
Intercultural Negotiations	3	20 hr
Conflicts and Negotiations	3	20 hr

<u>SPRING HEC CLASSES</u>	ETCS	Hours
Corporate Finance	5	36 hr
Corporate Tax Management	3	18 hr
Credit Rating	3	18 hr
Methods of Cost Analysis	4	27 hr
Empirical Asset and Portfolio Management	3	18hr
From Emerging Markets to the Eurozone: Risks, Rewards and Restructurings	3	18 hr
International Banking	3	18 hr
Intro to International Relations and International Governance	3	18 hr
Strategic Analysis of Negotiation Games	3	18 hr
Export and Project Finance	3	18 hr
Transatlantic M&A	3	18hr
EU Law	3	18 hr
EU and International Tax Law	3	18 hr
Foundations of Entrepreneurship	3	18 hr
Geopolitics and Energy	3	18 hr

Project Management	3	18 hr
Strategic Decision Making	3	18 hr
Marketing	5	36 hr

Spring Skills Seminars	ETCS	Hours
Negotiating Constructively in Business	3	20 hr
Principled Negotiation from Harvard	3	20 hr
Intercultural Negotiations	3	20 hr
Negotiating and Creating Agreement	3	20 hr
Executive Decision Making	3	20 hr