

Courses available for Exchange Students

Academic year 2009/2010



LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS



**All exchange students have access to Bachelor courses (3 years).
Bachelor students having completed at least 2 years and Master students have access to
Master electives (extensive and intensive)**

EXPLANATION OF ECTS COURSE CODES

If we take the example of the "CIVIL LAW" course of which ECTS code is: "LAWB1-CE01UF "

- The first 3 letters characterize the field of study to which the course is attached. In the example above **LAW** indicate the field of study.

ACC: Accounting
COM: Communication
DEV: Personal Development
ECO: Economics
FIN: Finance
IBS: Business Administration
LAN: Language
LAW: Law
MGT: Management
MIS: Information Systems
MKT: Marketing
NEG: Negotiation
OPS: Operations Management
PRO: Professional Project
QMS: Quantitative Methods
RES: Research
THE: Thesis / Consulting Project

- 5th and 6th characters of this second part of ECTS code refer to the year in which the course is proposed:

B1, **B2** or **B3** indicate that is a Bachelor course in 1st, 2nd or 3rd year, **MA**: a Master course, **MB**: course intended for the students MIB, and **TR**: transverse course such as certain options as a third modern language.

- 8th character of the ECTS code refers to the type of course. In the case of our example, the law course is a core course C,

C (Core course)
E (Elective)
A (Course of English section in 3rd year of Bachelor)
X (Course of French section in 3rd year of Bachelor)
F (Master core course)
O (Optional course)

- 9th character refers to the format of course. Law course is given in extensive format (E).

I (Intensive : course taught in concentrated shape and with a duration superior to 3 days)
E (Extensive : course taught in several weeks)
S (Seminar : course taught in concentrated shape and with a duration inferior to 3 days)

- The number 01 is a number attributed to the course.

- The next to last letter of the code indicates if it is about a module including several courses (**P**) or a unique course (**U**). The courses connected with a module are identified by letters A, B or C

- The last letter of the code (**F**) means that the course is taught in French; **E** meaning English, **G**: German, **C**: Chinese, **I**: Italian, **S**: Spanish and **X**: multilingua

ON-LINE COURSES OUTLINES

<http://www.ieseginternational.com/programmes-international/programmes-international-search-course.asp>

While every effort is made to ensure the accuracy of the information available at the time this catalogue is prepared, the institution reserves the right to makes change at any time without prior notice.

LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
2009-2010 Academic Year

ECTS CODE	DESCRIPTION	ECTS CREDITS	SEMESTER 1 = Oct.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year course
ACCB1-CE01UF	COMPTABILITE 1	4,00	1 or 2
ACCB2-CE01AF	COMPTABILITE 2 : COMPTABILITE APPROFONDIE	2,50	1
ACCB2-CE01BF	COMPTABILITE 2 : COMPTABILITE DES SOCIETES	2,50	1
ACCB3-AE02AE	PERFORMANCE MANAGEMENT : COST ACCOUNTING	2,25	1
ACCB3-AE02BE	PERFORMANCE MANAGEMENT : MANAGEMENT CONTROL	3,25	1
ACCB3-CE01UF	MISSION CONTRÔLE DE GESTION	2,50	Y
ACCB3-EE04UF	GESTION DES ASSOCIATIONS	2,00	1
ACCMA-EE02UF	APPROCHE SECTORIELLE CONTRÔLE GESTION	2,00	1
ACCMA-EE06UF	CONTRÔLE DE GESTION APPROFONDI II	2,00	2
ACCMA-EE08UE	FINANCIAL STATEMENT ANALYSIS LEVEL 2	2,00	1
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2,00	2
ACCMA-EE10UF	FISCALITE DES PERSONNES	2,00	1
ACCMA-EE11UF	FISCALITE INTERNATIONALE	2,00	2
ACCMA-EE14UF	LE REFERENTIEL COMPTABLE INTL IAS/IFRS	2,00	1
ACCMA-EE21UE	AUDIT TECHNIQUES	2,00	1
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I	2,00	1 or 2
ACCMA-EE29UF	LE REFERENTIEL COMPTABLE INTL IAS/IFRS II	2,00	2
ACCMA-EE30UF	FISCALITE DES PERSONNES II	2,00	2
ACCMA-EE31UE	CONTROLLING & AUDITING CORPORATE SOCIAL RESPONSIBILITY	2,00	2
ACCMA-EI01UE	ACTIVITY BASED COST MANAGEMENT	2,00	1
ACCMA-EI05UE	CONTROL, COMPENSATION & INCENTIVES; A CORP GOV PERSPECTIVE	2,00	2
ACCMA-EI12UE	INTERNAL AUDIT	2,00	2
ACCMA-EI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2,00	2
ACCMA-EI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00	2
ACCMA-EI18UE	PRODUCTIVITY & PROFITABILITY ASSESSMT USING FINANCIAL STATEMENTS	2,00	2
ACCMA-EI20UE	THE KEYS TO FAILURE	2,00	1
ACCMA-EI26UE	CONTROL IN SME'S	2,00	1
ACCMA-EI27UE	INFORMATION SYSTEMS AUDIT	2,00	1
ACCMA-FE22UE	AUDIT AND CONTROL RESEARCH SEMINAR (2)	4,00	2
ACCMA-FE23UE	AUDIT AND CONTROL STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
COMB1-CE01UF	ECRIRE POUR CONVAINCRE (1)	1,00	Y
COMB2-CE01UF	PROJET DE COMMUNICATION ASSOCIATIF	4,00	Y
COMB3-CE02UF	PROJET DE COMMUNICATION ENTREPRENEURIAT	5,00	Y
DEVB1-CE01UF	DEVELOPPEMENT PERSONNEL 1 : SPORT 1	1,00	1
DEVB1-CE02AF	CULTURE GENERALE : HISTOIRE EUROPEENNE	2,00	1 or 2
DEVB1-CE02BF	CULTURE GENERALE : SOCIOLOGIE DU TRAVAIL (1)	1,50	1 or 2
DEVB1-CE03UF	DEVELOPPEMENT PERSONNEL 2 : AFFIRMATION DE SOI PAR LE THEATRE	1,00	1 or 2
DEVB1-CE04AF	DEVELOPPEMENT PERSONNEL 3 : CREATIVITE	1,00	1 or 2
DEVB1-CE04BF	DEVELOPPEMENT PERSONNEL 3 : ATELIER DE PRATIQUES ARTISTIQUES	1,00	1 or 2
DEVB1-CE05UF	DEVELOPPEMENT PERSONNEL 4 : SPORT 2	1,00	2
DEVB2-CE01UF	DEVELOPPEMENT PERSONNEL 5 : SPORT 3	1,00	1 or 2
DEVB2-CE02UF	DEVELOPPEMENT PERSONNEL 6 : EFFICACITE RELATIONNELLE PAR LE THEATRE	1,00	1 or 2
DEVB2-CS03UF	EXPRESSION ET COMMUNICATION	1,00	1 or 2
DEVB3-CS01UF	ANIMER ET PARTICIPER A UNE REUNION	1,00	1
DEVB3-CS02UF	PRISE DE PAROLE EN PUBLIC	1,00	2
DEVB3-EE03UF	L'ENTREPRISE : UN ACTEUR ECONOMIQUE, SOCIAL ET CULTUREL	2,00	1
DEVB3-EE04UF	ACTEURS EN PROJET	2,00	1
ECOB1-CE01AF	ECONOMIE 1 : MICROECONOMIE 1	2,75	1
ECOB1-CE01BF	ECONOMIE 1 : MACROECONOMIE 1	2,75	1
ECOB1-CE02AF	ECONOMIE 2 : MICROECONOMIE 2	2,75	2
ECOB1-CE02BF	ECONOMIE 2 : MACROECONOMIE 2	2,75	2
ECOB2-CE01AF	ECONOMIE 3 : MICROECONOMIE	2,50	1 or 2
ECOB2-CE01BF	ECONOMIE 3 : MACROECONOMIE	2,50	1 or 2
ECOB3-EE01UF	LES RELATIONS EURO-MEDITERRANEENNES	2,00	1
ECOB3-EE02UF	INTEGRATION EUROPEENNE ET NOUVEL ENVIRONNEMENT DES ENTREPRISES	2,00	1
ECOB3-EE03UF	CROISSANCE ET DECISIONS STRATEGIQUES	2,00	1
ECOB3-EE04UE	EUROPEAN ECONOMY	2,00	1
ECOB3-EE05UF	INTEGRATION EUROPEENNE ET STRATEGIE D'ENTREPRISE	2,00	2
ECOB3-EE06UF	ENTREPRISE ET DEVELOPPEMENT DURABLE	2,00	2
ECOB3-EE07UF	POLITIQUE ECONOMIQUE DU DEVELOPPEMENT	2,00	2
ECOMA-CE03UE	BUSINESS CYCLES AND CORPORATE MANAGEMENT (2)	2,00	2
ECOMA-CI06UE	GLOBALIZATION - OPPORTUNITIES, RISKS & CHALLENGES FOR ECONOMIC POLICYMAKING (2)	2,00	1
ECOMA-EE05UE	MONEY AND CREDIT IN THE GLOBAL ECONOMY	2,00	2
ECOMA-EI04UE	GLOBALIZATION - OPPORTUNITIES, RISKS & CHALL. FOR ECO POLICYMAKING	2,00	2
ECOMA-FE01UE	ECONOMICS AND BUSINESS ADMINISTRATION STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
ECOMA-FE02UE	ECONOMICS AND BUSINESS RESEARCH SEMINAR (2)	4,00	2
FINB2-CE01AF	FINANCE 1 : THEORIE FINANCIERE	2,00	2
FINB2-CE01BF	FINANCE 1 : GESTION FINANCIERE	3,00	2
FINB3-CE01UE	CORPORATE FINANCE FUNDAMENTALS	2,50	1
FINB3-CE02UE	INTRODUCTION TO FINANCIAL MARKETS	2,50	2
FINB3-EE03UF	INTRODUCTION AU SECTEUR BANCAIRE	2,00	1
FINB3-EE04UF	EVALUATION DES ENTREPRISES	2,00	2
FINB3-EE05UE	MULTINATIONAL CORPORATE FINANCE	2,00	2
FINMA-EE08UE	FINANCIAL TIME SERIES ANALYSIS	2,00	1
FINMA-EE11UE	INTRODUCTION TO EMPIRICAL FINANCE	2,00	1
FINMA-EE15UE	M&A AND CORPORATE GOVERNANCE	2,00	2
FINMA-EE16UE	PERSONAL FINANCIAL ADVISORY SERVICES	2,00	2

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FINMA-EI01UE	BOND MARKETS, ANALYSIS AND STRATEGIES	2,00	2
FINMA-EI02UE	CORPORATE EQUITY FINANCING	2,00	1
FINMA-EI03UE	CORPORATE RESTRUCTURING	2,00	2
FINMA-EI04UE	CREDIT AND DEFAULT RISKS	2,00	2
FINMA-EI05UE	DIVIDEND POLICY	2,00	1
FINMA-EI06UE	EMPIRICAL FINANCE	2,00	2
FINMA-EI07UE	FINANCIAL MODELLING / DISCRETE TIME FINANCE	2,00	2
FINMA-EI09UE	FUNDAMENTALS OF FUTURE MARKETS	2,00	1
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00	1
FINMA-EI12UE	INVESTING IN EMERGING MARKETS	2,00	2
FINMA-EI13UE	MANAGING STRATEGIC FINANCIAL DECISIONS	2,00	2
FINMA-EI14UE	MARKET MICROSTRUCTURE	2,00	2
FINMA-EI17UE	PORTFOLIO MANAGEMENT AND ANALYSIS	2,00	1 or 2
FINMA-EI18UE	REAL OPTIONS: THEORY AND PRACTICE	2,00	2
FINMA-EI19UE	RISK MANAGEMENT	2,00	1
FINMA-EI20UE	STATISTICS AND PROBABILITY IN FINANCE	2,00	1
FINMA-EI21UE	STOCHASTIC PROCESS IN FINANCE	2,00	2
FINMA-EI22UE	VALUE AT RISK	2,00	2
FINMA-EI25UE	CORPORATE GOVERNANCE	2,00	1
FINMA-EI26UE	FIRM VALUATION: THEORY AND PRACTICES	2,00	1
FINMA-EI27UE	BANKING AND FINANCIAL INTERMEDIARIES	2,00	1
FINMA-EI28UE	EMPIRICAL CORPORATE FINANCE	2,00	2
FINMA-EI29UE	EXCHANGE RATES AND THE INTERNATIONAL MONETARY SYSTEM	2,00	2
FINMA-EI30UE	EMPIRICAL MARKET MICROSTRUCTURE	2,00	2
FINMA-EI31UE	CAPITAL STRUCTURE	2,00	2
FINMA-FE23UE	FINANCE RESEARCH SEMINAR (2)	4,00	2
FINMA-FE24UE	FINANCE STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
IBSB3-EE01UF	ETHIQUE : SENS ET PUISSANCE DE L'ARGENT	2,00	2
IBSB3-EE02UF	ETHIQUE : UNE NOTION HISTORIQUE ET MULTICULTURELLE	2,00	2
IBSB3-EE03UE	DOING BUSINESS IN THE NORTH SEA AREA	2,00	2
IBSB3-EE04UE	GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES	2,00	1
IBSMA-CI30UE	INTERNATIONAL BUSINESS ETHICS	2,00	1
IBSMA-EE05UE	DOING BUSINESS IN INDIA	2,00	2
IBSMA-EE10UE	EUROPEAN INTEGRATION: MECHANISMS & IMPLICATIONS	2,00	1
IBSMA-EE11UE	FROM BUSINESS PLAN TO VALUE CREATION	2,00	1 or 2
IBSMA-EE18UE	INTERNATIONALISE-EXTERNALIZE-OUTSOURCING	2,00	1 or 2
IBSMA-EE23UE	NON FOR PROFIT ORGANIZATION IN A MARKET ECONOMY	2,00	2
IBSMA-EE29UE	US MANAGEMENT PRACTICES	2,00	1
IBSMA-EI02UE	CONSUMER EXPLOITATION - THE INDIAN PERSPECTIVE	2,00	2
IBSMA-EI03UE	ORGANIZATIONAL IDENTITY	2,00	1
IBSMA-EI06UE	DOING BUSINESS IN LATIN AMERICA	2,00	1
IBSMA-EI07UE	DOING BUSINESS IN RUSSIA	2,00	1 or 2
IBSMA-EI09UE	DOING BUSINESS IN THE NEW EUROPE	2,00	1 or 2
IBSMA-EI12UE	INTERNATIONAL BUSINESS	2,00	2
IBSMA-EI14UE	INTERNATIONAL CORPORATE GOVERNANCE	2,00	1
IBSMA-EI15UE	INTERNATIONAL DEVELOPMENT & MANAGEMENT OF NGO	2,00	1
IBSMA-EI16UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00	1 or 2
IBSMA-EI17UE	INTERNATIONAL HEALTH CARE SYSTEM MANAGEMENT	2,00	2
IBSMA-EI20UE	ISLAMIC ETHICS & DOING BUSINESS IN THE MIDDLE EAST	2,00	1
IBSMA-EI22UE	MANAGING KNOWLEDGE STRATEGICALLY	2,00	1
IBSMA-EI24UE	POLITICAL THREAT MANAGEMENT IN INTERNATIONAL BUSINESS	2,00	2
IBSMA-EI25UE	PUBLIC RELATIONS AS A STRATEGIC MANAGEMENT TOOL	2,00	2
IBSMA-EI26UE	SME MANAGEMENT, DEVELOPMENT AND GROWTH STRATEGIES	2,00	2
IBSMA-EI27UE	STRATEGIC MANAGEMENT OF NOT FOR PROFIT ORGANIZATION	2,00	2
IBSMA-EI28UE	SUSTAINABLE DEVELOPMENT	2,00	1
IBSMA-EI32UE	SOCIAL ENTREPRENEURSHIP	2,00	1 or 2
IBSMA-EI33UE	INDUSTRY CHANGE & INNOVATION MANAGEMENT	2,00	2
LANB1-CE01UE	ENGLISH 1	4,00	1
LANB1-CE02UG	ALLEMAND 1	2,00	1
LANB1-CE03UC	CHINOIS 1	2,00	1
LANB1-CE04US	ESPAGNOL 1	2,00	1
LANB1-CE11UE	ENGLISH 2	4,00	2
LANB1-CE12UG	ALLEMAND 2	2,00	2
LANB1-CE13UC	CHINOIS 2	2,00	2
LANB1-CE14US	ESPAGNOL 2	2,00	2
LANB2-CE01UE	ENGLISH 3	2,00	1
LANB2-CE02UG	ALLEMAND 3	2,00	1
LANB2-CE03UC	CHINOIS 3	2,00	1
LANB2-CE04US	ESPAGNOL 3	2,00	1
LANB2-CE11UE	ENGLISH 4	2,00	2
LANB2-CE12UG	ALLEMAND 4	2,00	2
LANB2-CE13UC	CHINOIS 4	2,00	2
LANB2-CE14US	ESPAGNOL 4	2,00	2
LANB3-CE01UG	ALLEMAND 5	2,00	1
LANB3-CE02UC	CHINOIS 5	2,00	1
LANB3-CE03US	ESPAGNOL 5	2,00	1
LANB3-CE11UG	ALLEMAND 6	2,00	2

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LANB3-CE12UC	CHINOIS 6	2,00	2
LANB3-CE13US	ESPAGNOL 6	2,00	2
LANB3-EE21UE	COLLOQUIAL ENGLISH	2,00	1 or 2
LANB3-EE22UE	BRITISH CULTURE AND CIVILISATION	2,00	1 or 2
LANB3-EE23UE	PREPARATION FOR TOEFL	2,00	1 or 2
LANMA-CE01UG	ALLEMAND 7	2,00	1
LANMA-CE02UC	CHINOIS 7	2,00	1
LANMA-CE03US	ESPAGNOL 7	2,00	1
LANMA-CE04UG	ALLEMAND 8	2,00	2
LANMA-CE05UC	CHINOIS 8	2,00	2
LANMA-CE06US	ESPAGNOL 8	2,00	2
LANMA-EE11UE	ENGLISH FOR THE JOB SEARCH	2,00	1 or 2
LANMA-EE14US	PREPARACION PARA DELE	2,00	2
LANMA-EE15UE	PREPARATION FOR TOEIC	2,00	2
LANMA-EE16UG	VORBEREITUNG AUF ZDFB (ZERTIFIKAT DEUTSCH FUR DEN BERUF)	2,00	2
LANTR-OE01UC	CHINOIS 3EME LANGUE	2,00	1
LANTR-OE02US	ESPAGNOL 3EME LANGUE	2,00	1
LANTR-OE03UI	ITALIEN 3EME LANGUE	2,00	1
LANTR-OE04UF	FRANCAIS DEBUTANT 1	3,00	1
LANTR-OE05UF	FRANCAIS SEMI DEBUTANT 1 : LANGUE ET CIVILISATION	3,00	1
LANTR-OE06UF	FRANCAIS INTERMEDIAIRE 1 : LANGUE ET CIVILISATION	2,00	1
LANTR-OE07UF	FRANCAIS DES AFFAIRES 1	2,00	1
LANTR-OE11UC	CHINESE AS A 3RD LANGUAGE	2,00	2
LANTR-OE12US	SPANISH AS A 3RD LANGUAGE	2,00	2
LANTR-OE13UI	ITALIAN AS A 3RD LANGUAGE	2,00	2
LANTR-OE14UF	FRENCH FOR BEGINNERS 2	3,00	2
LANTR-OE15UF	FRENCH FOR SEMI-BEGINNERS 2	3,00	2
LANTR-OE16UF	INTERMEDIATE FRENCH 2	2,00	2
LANTR-OE17UF	ADVANCED FRENCH 2	2,00	2
LAWB1-CE01UF	DROIT CIVIL	3,50	1 or 2
LAWB2-CE01UF	DROIT DES AFFAIRES	3,50	1 or 2
LAWB3-CE01UF	DROIT DU TRAVAIL	1,50	2
LAWMA-EE01UF	DROIT DU CONTENTIEUX & REDRESSEMENT JUDICIAIRE	2,00	2
LAWMA-EE02UF	DROIT DU TRAVAIL	2,00	1
LAWMA-EE03UF	DROIT PENAL	2,00	2
MGTB1-CE01AE	IBM: BUSINESS EXPLORATION	5,00	1 or 2
MGTB1-CE01BF	IBM: LES PARADOXES DE L'ENTREPRISE : EX-PRESSION ET RAISON	1,00	Y
MGTB2-CE01AF	PEOPLE AT WORK : INTRODUCTION AU COMPORTEMENT ORGANISATIONNEL	1,50	1 or 2
MGTB2-CE01BF	PEOPLE AT WORK : THEORIE DES ORGANISATIONS	1,50	2
MGTB2-CE01CE	PEOPLE AT WORK : INTRODUCTION TO HUMAN RESOURCES MANAGEMENT	1,50	1 or 2
MGTB2-CE02UF	GESTION ET CONDUITE DE PROJETS	1,00	Y
MGTB3-AE03UE	HRM : ORGANISATIONAL BEHAVIOUR	2,00	1 or 2
MGTB3-CE01UE	STRATEGIC MANAGEMENT	3,50	1
MGTB3-CE02UF	GESTION ET CONDUITE DE PROJETS	1,50	Y
MGTB3-EE05UF	LES GRANDS DIRIGEANTS	2,00	1 or 2
MGTB3-EE06UF	L'ART DU MANAGEMENT	2,00	1 or 2
MGTB3-EE07UF	VIGILANCE ET INTELLIGENCE ECONOMIQUE	2,00	2
MGTB3-EE08UF	FONCTION RH	2,00	2
MGTB3-EE09UF	ENTREPRENEURIAT SOCIAL	2,00	2
MGTMA-CE03UE	STRATEGIC THINKING & SKILLS (2)	4,00	1
MGTMA-CI30UE	SOCIAL AND ENVIRONMENTAL MANAGEMENT RESPONSIBILITY (2)	2,00	2
MGTMA-EE02UE	BUSINESS MODELS	2,00	2
MGTMA-EE05UE	CONSULTING METHODS	2,00	1
MGTMA-EE21UE	MANAGING STRATEGY FOR SMALL AND MEDIUM SIZE COMPANIES	2,00	2
MGTMA-EE26UE	ADVANCED ORGANISATION THEORY	2,00	2
MGTMA-EE34UE	INTERPERSONAL COMMUNICATION	2,00	1 or 2
MGTMA-EE38UE	MERGERS & ACQUISITIONS: MANAGING THE CHALLENGES	2,00	2
MGTMA-EI04UE	COMPARATIVE WORKPLACE DEMOCRACY AND EMPLOYEE PARTICIPATION	2,00	2
MGTMA-EI06UE	CROSS CULTURAL MANAGEMENT	2,00	1
MGTMA-EI07UE	DECISIONS AND LEADERSHIP	2,00	2
MGTMA-EI08UE	DEVELOPMENT OF A TRAINING	2,00	2
MGTMA-EI09UE	EMPLOYMENT RELATIONS IN A GLOBAL NETWORK ENVIRONMENT	2,00	1
MGTMA-EI10UE	HUMAN RESOURCE DEVELOPMENT	2,00	1
MGTMA-EI11UE	INTERCULTURAL MANAGEMENT	2,00	2
MGTMA-EI13UE	INTERNATIONAL AND COMPARATIVE LABOUR RELATIONS	2,00	2
MGTMA-EI14UE	INTERNATIONAL MANAGEMENT	2,00	1 or 2
MGTMA-EI15UE	INTERNATIONAL STRATEGIC MANAGEMENT	2,00	2
MGTMA-EI16UF	MANAGEMENT: GESTION DES RELATIONS INTERPERSONNELLES (1)	2,00	1 or 2
MGTMA-EI17UF	MANAGEMENT: GERER UNE EQUIPE AU QUOTIDIEN (1)	2,00	1 or 2
MGTMA-EI19UE	MANAGING CONSULTANCY	2,00	1 or 2
MGTMA-EI20UE	MANAGING SME'S	2,00	2
MGTMA-EI22UE	MOTIVATION AND REWARD SYSTEMS	2,00	2
MGTMA-EI23UE	OPERATING IN A GLOBAL ENVIRONMENT	2,00	1 or 2
MGTMA-EI24UE	ORGANIZATION DEVELOPMENT & PERFORMANCE	2,00	1
MGTMA-EI31UE	CHALLENGE YOUR SKILLS IN MANAGEMENT AND IT	2,00	2
MGTMA-EI32UE	PERSONAL BRANDING	2,00	2
MGTMA-EI35UE	CAREER DEVELOPMENT	2,00	2

**LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
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MGTMA-EI36UE	MANAGING THE NET: HOW TO CREATE ON-LINE BUSINESS	2,00	1
MGTMA-FE12UE	HRM RESEARCH SEMINAR (2)	4,00	2
MGTMA-FE28UE	HRM STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2,00	1
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2,00	2
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50	1 or 2
MISB3-EE02UF	PROGRAMMATION AVEC EXCEL : INTRODUCTION AU VBA	2,00	1
MISB3-EE03UF	APPROCHE APPLIQUEE DES BASES DE DONNEES	2,00	1
MISMA-EI01UE	BRAINPOWER FOR YOUR BUSINESS: DECISION ANA. WITH DATA WAREHOUSE, SPREADSHEET	2,00	2
MISMA-EI02UE	BUSINESS ANALYSIS	2,00	2
MISMA-EI03UE	BUSINESS PROCESS MODELLING	2,00	2
MISMA-EI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	2,00	2
MISMA-EI05UE	CURRENT ISSUES IN INFORMATION SYSTEMS SECURITY MANAGEMENT	2,00	2
MISMA-EI06UE	DIFFUSING OPEN SOURCE BUSINESS MODELS TO TRADITIONAL SECTOR	2,00	1
MISMA-EI08UE	ENTERPRISE MODELLING	2,00	1
MISMA-EI09UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00	2
MISMA-EI10UE	EXCEL- VISUAL BASIC FOR APPLICATIONS (VBA) / BEGINNER & INTERMEDIATE	2,00	2
MISMA-EI11UE	GLOBAL ERP SYSTEMS IMPLEMENTATION STRATEGIES	2,00	1 or 2
MISMA-EI12UE	HOW SEARCH ENGINE TOOK CONTROL OVER THE WORLD & HOW TO OUTSMART THEM	2,00	1
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2,00	1
MISMA-EI16UE	MANAGEMENT FLIGHT SIMULATORS	2,00	1
MISMA-EI18UE	ORGANIZATIONAL CHALLENGES AND CONSEQUENCES OF ERP IMPLEMENTATION	2,00	2
MISMA-EI19UE	RELOCATING STRATEGIC SERVICES OFFSHORE: THE INDIAN PERSPECTIVE	2,00	2
MISMA-EI21UE	TECHNOLOGY AND INNOVATION MANAGEMENT	2,00	2
MISMA-EI22UE	VIRTUAL WORK & VIRTUAL TEAMS	2,00	2
MISMA-EI24UE	HUMAN RESOURCES ISSUES WITH IT	2,00	2
MISMA-EI26UE	MANAGING TECHNO CHANGE	2,00	2
MISMA-FE24UE	MIS RESEARCH SEMINAR (2)	4,00	2
MISMA-FE25UE	MIS STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
MKTB2-CE01UE	INTRODUCTION TO MARKETING	4,00	1 or 2
MKTB3-CE01UE	CONSUMER BEHAVIOUR	1,50	1
MKTB3-CE02UE	OPERATIONAL MARKETING	4,50	2
MKTB3-EE03UF	COMMUNICATION ET PUBLICITE	2,00	1
MKTB3-EE04UF	FONCTION CHEF DE PRODUITS	2,00	2
MKTB3-EE05UF	MARKETING ETUDES	2,00	2
MKTB3-EE06UF	COMMUNICATION ET IMAGE	2,00	2
MKTB3-EE07UF	NOUVELLES TENDANCES MARKETING	2,00	2
MKTB3-EE08UF	FONCTION MARKETING	2,00	2
MKTB3-EE09UF	RELATION CLIENT 2.0	2,00	2
MKTB3-EE10UF	COMMUNICATION VISUELLE OPERATIONNELLE	2,00	2
MKTB3-EE12UE	SERVICES MARKETING	2,00	2
MKTB3-EE13UE	MARKETING COMMUNICATION	2,00	2
MKTMA-EE03UE	CHALLENGE YOUR SKILLS	4,00	2
MKTMA-EE04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT	2,00	2
MKTMA-EE05UE	CROSS CULTURAL MARKETING	2,00	1
MKTMA-EE20UE	PRICING & REVENUE OPTIMIZATION	2,00	1
MKTMA-EE22UE	PRODUCT MANAGEMENT	2,00	2
MKTMA-EE27UE	STRATEGIC BRAND MANAGEMENT	2,00	1
MKTMA-EE30UE	STRATEGIES FOR CORP. SOCIAL RESP.: CREATING CORP. & SOCIETAL VALUE IN THE 21ST CENTURY	2,00	1
MKTMA-EE35UE	QUALITATIVE CONSUMER RESEARCH	2,00	2
MKTMA-EE36UE	EXPERIMENTAL DESIGNS IN MARKETING	2,00	2
MKTMA-EI06UE	DIRECT MARKETING	2,00	1
MKTMA-EI07UE	E-BUSINESS MODELS AND MARKETING FOR E-COMMERCE	2,00	1
MKTMA-EI08UE	E-COMMERCE: TRENDS & ISSUES	2,00	2
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00	1 or 2
MKTMA-EI11UE	INTERNATIONAL DIMENSIONS OF CONSUMER BEHAVIOUR	2,00	1
MKTMA-EI12UE	INTERNATIONAL DISTRIBUTION & RETAILING	2,00	1
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00	1 or 2
MKTMA-EI14UE	INTERNATIONAL MARKETING COMMUNICATION	2,00	1
MKTMA-EI15UE	LUXURY MARKETING	2,00	2
MKTMA-EI16UE	BRAND AND 360° COMMUNICATION	2,00	1
MKTMA-EI17UE	MARKETING IN NAFTA	2,00	2
MKTMA-EI18UE	MARKETING INTELLIGENCE	2,00	2
MKTMA-EI19UE	MARKSTRAT SIMULATION	2,00	1
MKTMA-EI21UE	PRODUCT INNOVATION	2,00	1
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00	2
MKTMA-EI24UE	RETAIL MERCHANDISING & SALES PROMOTION	2,00	2
MKTMA-EI26UE	SERVICES MARKETING	2,00	1 or 2
MKTMA-EI31UE	CHALLENGES FOR THE INDIAN RETAIL SECTOR	2,00	1
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00	1 or 2
MKTMA-EI33UE	SPORT & EVENT MARKETING	2,00	1
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00	2
MKTMA-EI37UE	RETAIL STRATEGIES: PRIVATE LABEL & PROMOTION	2,00	2
MKTMA-FE28UE	MARKETING RESEARCH SEMINAR (2)	4,00	2
MKTMA-FE29UE	MARKETING STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
NEGB2-CE01UF	TECHNIQUES DE VENTE	2,00	1 or 2
NEGB3-AS01UE	NEGOTIATION	1,50	2

LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
2009-2010 Academic Year

ECTS CODE	DESCRIPTION	ECTS CREDITS	SEMESTER 1 = Oct.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year course
NEGB3-EE03UF	MANAGEMENT DES FORCES DE VENTE	2,00	1
NEGB3-EE04UF	ACHATS ET NEGOCIATION DANS UN CONTEXTE INTERNATIONAL	2,00	1 or 2
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2,00	1 or 2
NEGMA-EI02UE	SALES MANAGEMENT	2,00	2
NEGMA-EI03UE	INTERNATIONAL NEGOTIATION	2,00	2
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00	1
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00	1
NEGMA-EI06UF	NEGOCIATION ET FONCTION COMMERCIALE: GESTION DU STRESS ET COACHING	2,00	2
NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00	2
NEGMA-EI11UE	KEY ACCOUNT MANAGEMENT	2,00	2
NEGMA-FE08UE	NEGOTIATION RESEARCH SEMINAR (2)	4,00	2
NEGMA-FE09UE	NEGOTIATION STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,00	1 or 2
OPSB3-CE01AE	OPERATIONS MANAGEMENT : INDUSTRIAL REALITIES	2,00	1 or 2
OPSB3-CE01BE	OPERATIONS MANAGEMENT : OPTIMIZATION METHODS	1,50	1 or 2
OPSB3-EE02UF	LES METHODES D'OPTIMISATION : UNE APPROCHE SCIENTIFIQUE DE L'AIDE A LA DECISION	2,00	2
OP SMA-EE23UE	LEAN SIGMA KAIZEN	2,00	2
OP SMA-EE24UE	APPLIED Sc OPTIMIZATION	2,00	2
OP SMA-EE25UE	SERVICE OPERATIONS MANAGEMENT	2,00	2
OP SMA-EI01UE	ADVANCED PURCHASING	2,00	2
OP SMA-EI03UE	CATERING MANAGEMENT	2,00	2
OP SMA-EI04UE	EFFICIENCY AND BENCHMARKING IN BANKING	2,00	1
OP SMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00	2
OP SMA-EI06UE	E-PROCUREMENT	2,00	2
OP SMA-EI07UE	INTERNATIONAL TRANSPORTATION, SHIPPING & LOGISTICS	2,00	2
OP SMA-EI08UE	PRODUCT DESIGN MANAGEMENT: COMPUTER AIDED DESIGN AND MANUFACTURE	2,00	1
OP SMA-EI09UE	PRODUCTION & CAPACITY PLANNING	2,00	1
OP SMA-EI10UE	SUPPLIER DEVELOPMENT	2,00	1
OP SMA-EI11UE	SUPPLY CHAIN DEVELOPMENT	2,00	1
OP SMA-EI12UE	SUPPLY CHAIN MANAGEMENT	2,00	2
OP SMA-EI13UE	TACIT KNOWLEDGE	2,00	2
OP SMA-EI16UE	REVERSE LOGISTICS: ADVANTAGES & CHALLENGES	2,00	1
OP SMA-EI20UE	INTERNATIONAL PURCHASING MANAGEMENT I	2,00	1
OP SMA-EI21UE	TOTAL QUALITY MANAGEMENT	2,00	2
OP SMA-EI22UE	SUCCESSFUL TRANSITION IN MANUFACTURING ORGA. & THE ROLE OF MGT COMPETENCIES	2,00	2
OP SMA-FE18UE	OPERATIONS MANAGEMENT RESEARCH SEMINAR (2)	4,00	2
OP SMA-FE19UE	OPERATIONS MANAGEMENT STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
PROB2-CE01UF	BILAN INDIVIDUEL PERSONNALISE	1,00	1
QMSB1-CE01UF	METHODES QUANTITATIVES 1 (MATHEMATIQUES)	5,50	1 or 2
QMSB1-CE02UF	METHODES QUANTITATIVES 2 (STATISTIQUES)	5,50	1 or 2
QMSB2-CE01UF	METHODES QUANTITATIVES 3 (MATHEMATIQUES)	5,00	1 or 2
QMSB2-CE02AF	METHODES QUANTITATIVES 4 : STATISTIQUES	3,00	1 or 2
QMSB2-CE02BF	METHODES QUANTITATIVES 4 : ECONOMETRIE	2,00	1 or 2
QMSB3-CE01AE	DATA ANALYSIS: ECONOMETRICS	2,50	2
QMSB3-CE01BE	DATA ANALYSIS: MULTIVARIATE STATISTICAL DATA ANALYSIS	1,50	2
RESMA-CE01UE	CONSULTING SKILLS AND RESEARCH METHODOLOGY (2)	4,00	1

(1) French Native Speakers only

(2) only for Students at the Master's level