

Courses available for Exchange Students

**Academic year 2009/2010
Second semester**



Lille Catholic University

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
2nd Semester 2009-2010

ECTS CODE	DESCRIPTION	ECTS CREDITS
ACCB1-CE01UF	COMPTABILITE 1	4,00
ACCMA-EE06UF	CONTRÔLE DE GESTION APPROFONDI II	2,00
ACCMA-EE07UE	CROSS INDUSTRY FINANCIAL STATEMENT ANALYSIS	2,00
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2,00
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I	2,00
ACCMA-EE31UE	CONTROLLING & AUDITING CORPORATE SOCIAL RESPONSIBILITY	2,00
ACCMA-EE32UE	SPECIFIC AUDIT SITUATIONS	2,00
ACCMA-EI18UE	PRODUCTIVITY & PROFITABILITY ASSESSMENT USING FINANCIAL STATEMENTS	2,00
ACCMA-FE22UE	AUDIT AND CONTROL RESEARCH SEMINAR (1)	4,00
ACCMA-FE23UE	AUDIT AND CONTROL STRATEGY AND COMPANY OBSERVATION (1)	4,00
ACCMA-FI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2,00
ACCMA-FI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOL	2,00
DEVB1-CE02AF	CULTURE GENERALE : HISTOIRE EUROPEENNE	2,00
DEVB1-CE02BF	CULTURE GENERALE : SOCIOLOGIE DU TRAVAIL (2)	1,50
DEVB1-CE03UF	DEVELOPPEMENT PERSONNEL 2 : AFFIRMATION DE SOI PAR LE THEATRE	1,50
DEVB1-CE04AF	DEVELOPPEMENT PERSONNEL 3 : CREATIVITE	1,00
DEVB1-CE04BF	DEVELOPPEMENT PERSONNEL 3 : ATELIER DE PRATIQUES ARTISTIQUES	1,00
DEVB1-CE05UF	DEVELOPPEMENT PERSONNEL 4 : SPORT 2	1,00
DEVB2-CE01UF	DEVELOPPEMENT PERSONNEL 5 : SPORT 3	1,00
DEVB2-CE02UF	DEVELOPPEMENT PERSONNEL 6: EFFICACITE RELATIONNELLE PAR LE THEATRE	1,50
DEVB2-CS03UF	EXPRESSION ET COMMUNICATION	1,00
DEVB3-CS02UF	PRISE DE PAROLE EN PUBLIC	1,00
ECOB1-CE02AF	ECONOMIE 2 : MICROECONOMIE 2	2,50
ECOB1-CE02BF	ECONOMIE 2 : MACROECONOMIE 2	2,50
ECOB2-CE01AF	ECONOMIE 3 : MICROECONOMIE	2,50
ECOB2-CE01BF	ECONOMIE 3 : MACROECONOMIE	2,50
FINB2-CE01AE	FINANCE 1 : FINANCE FUNDAMENTALS	2,00
FINB2-CE01BF	FINANCE 1 : GESTION FINANCIERE	3,00
FINB3-CE01UE	CORPORATE FINANCE	2,50
FINB3-EE04UF	EVALUATION DES ENTREPRISES	2,00
FINB3-EE06UE	INTRODUCTION TO DERIVATIVES	2,00
FINB3-EE07UF	GESTION DE TRESORERIE	2,00
FINB3-EE08UF	METHODES D'OPTIMISATION APPLIQUEES A LA FINANCE	2,00
FINMA-EE06UE	EMPIRICAL FINANCE	2,00
FINMA-EE15UE	M&A AND CORPORATE GOVERNANCE	2,00
FINMA-EE16UE	PERSONAL FINANCIAL ADVISORY SERVICES	2,00
FINMA-EE44UE	ASSET PRICE BEHAVIOR AND FINANCIAL MARKET ABUSES	2,00
FINMA-EI01UE	BOND MARKETS, ANALYSIS AND STRATEGIES	2,00
FINMA-EI05UE	DIVIDEND POLICY	2,00
FINMA-EI19UE	RISK MANAGEMENT	2,00
FINMA-EI22UE	VALUE AT RISK	2,00
FINMA-EI31UE	CAPITAL STRUCTURE	2,00
FINMA-EI36UE	OPTION PRICING I	2,00
FINMA-EI38UE	CORPORATE INVESTMENT DECISIONS	2,00
FINMA-EI39UE	WORKING CAPITAL MANAGEMENT	2,00
FINMA-EI40UE	TRADING AND EXCHANGES	2,00
FINMA-EI41UE	APPLIED MARKET MICROSTRUCTURE	2,00
FINMA-EI42UE	ACTIVE PORTFOLIO MANAGEMENT	2,00
FINMA-FE23UE	FINANCE RESEARCH SEMINAR (1)	4,00
FINMA-FE24UE	FINANCE STRATEGY AND COMPANY OBSERVATION (1)	4,00
FINMA-FI27UE	BANKING AND FINANCIAL INTERMEDIARIES	2,00
IBEB3-EE05UF	INTEGRATION EUROPEENNE ET STRATEGIE D'ENTREPRISE	2,00
IBEB3-EE06UF	ENTREPRISE ET DEVELOPPEMENT DURABLE	2,00
IBEB3-EE07UF	POLITIQUE ECONOMIQUE DU DEVELOPPEMENT	2,00
IBEB3-EE08UF	ETHIQUE : SENS ET PUISSANCE DE L'ARGENT	2,00
IBEB3-EE09UF	ETHIQUE : UNE NOTION HISTORIQUE ET MULTICULTURELLE	2,00
IBEB3-EE10UE	DOING BUSINESS IN THE NORTH SEA AREA	2,00
IBEMA-CE47UE	BUSINESS CYCLES AND CORPORATE MANAGEMENT (1)	2,00
IBEMA-EE11UE	FROM BUSINESS PLAN TO VALUE CREATION	2,00
IBEMA-EE23UE	NON FOR PROFIT ORGANIZATION IN A MARKET ECONOMY	2,00
IBEMA-EE38UE	ECONOMIC DECISION MAKING TOOLS FOR MANAGEMENT II	2,00
IBEMA-EE42UE	MONEY AND CREDIT IN THE GLOBAL ECONOMY	2,00
IBEMA-EI02UE	CONSUMER EXPLOITATION - THE INDIAN PERSPECTIVE	2,00
IBEMA-EI12UE	INTERNATIONAL BUSINESS	2,00
IBEMA-EI16UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00
IBEMA-EI17UE	INTERNATIONAL HEALTH CARE SYSTEM MANAGEMENT	2,00
IBEMA-EI24UE	POLITICAL THREAT MANAGEMENT IN INTERNATIONAL BUSINESS	2,00
IBEMA-EI25UE	PUBLIC RELATIONS AS A STRATEGIC MANAGEMENT TOOL	2,00
IBEMA-EI26UE	SME MANAGEMENT, DEVELOPMENT AND GROWTH STRATEGIES	2,00

LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
2nd Semester 2009-2010

ECTS CODE	DESCRIPTION	ECTS CREDITS
IBEMA-EI34UE	EASTERN EUROPE	2,00
IBEMA-EI37UE	APPLIED OPTIMIZATION METHODS FOR MANAGEMENT	2,00
IBEMA-EI40UE	CORPORATE SOCIAL RESPONSIBILITY IN A GLOBAL CONTEXT	2,00
IBEMA-EI43UE	GLOBALIZATION - OPPORTUNITIES, RISKS & CHALLENGES FOR ECONOMIC POLICYMAKING	2,00
IBEMA-FE45UE	ECONOMICS AND BUSINESS STRATEGY AND COMPANY OBSERVATION (1)	4,00
IBEMA-FE46UE	ECONOMICS AND BUSINESS RESEARCH SEMINAR (1)	4,00
IBEMA-FI32UE	SOCIAL ENTREPRENEURSHIP	2,00
IBEMA-FI39UE	MARKET FAILURES AND PUBLIC INTERVENTION	2,00
LANB1-CE11UE	ENGLISH 2	4,00
LANB1-CE12UG	ALLEMAND 2	2,00
LANB1-CE13UC	CHINOIS 2	2,00
LANB1-CE14US	ESPAGNOL 2	2,00
LANB2-CE11UE	ENGLISH 4	2,00
LANB2-CE12UG	ALLEMAND 4	2,00
LANB2-CE13UC	CHINOIS 4	2,00
LANB2-CE14US	ESPAGNOL 4	2,00
LANB3-CE11UG	ALLEMAND 6	2,00
LANB3-CE12UC	CHINOIS 6	2,00
LANB3-CE13US	ESPAGNOL 6	2,00
LANB3-EE21UE	COLLOQUIAL ENGLISH	2,00
LANB3-EE22UE	BRITISH CULTURE AND CIVILISATION	2,00
LANB3-EE23UE	PREPARATION FOR TOEFL	2,00
LANMA-CE04UG	ALLEMAND 8	2,00
LANMA-CE05UC	CHINOIS 8	2,00
LANMA-CE06US	ESPAGNOL 8	2,00
LANMA-EE11UE	ENGLISH FOR THE JOB SEARCH	2,00
LANMA-EE14US	PREPARACION PARA DELE	2,00
LANMA-EE16UG	VORBEREITUNG AUF ZDFB (ZERTIFIKAT DEUTSCH FUR DEN BERUF)	2,00
LANTR-OE11UC	CHINOIS 3EME LANGUE	2,00
LANTR-OE12US	ESPAGNOL 3EME LANGUE	2,00
LANTR-OE13UI	ITALIEN 3EME LANGUE	2,00
LANTR-OE14UF	FRANCAIS DEBUTANT 1	3,00
LANTR-OE15UF	FRANCAIS SEMI DEBUTANT 1 : LANGUE ET CIVILISATION	3,00
LANTR-OE16UF	FRANCAIS INTERMEDIAIRE 1 : LANGUE ET CIVILISATION	2,00
LANTR-OE17UF	FRANCAIS DES AFFAIRES 1	2,00
LAWB1-CE01UF	DROIT CIVIL	3,50
LAWB2-CE01UF	DROIT DES AFFAIRES	3,50
LAWB3-CE01UF	DROIT DU TRAVAIL	1,50
LAWMA-EE01UF	DROIT DU CONTENTIEUX & REDRESSEMENT JUDICIAIRE	2,00
LAWMA-EE03UF	DROIT PENAL	2,00
MGTB1-CE01UF	BUSINESS EXPLORATION	5,50
MGTB2-CE01AF	PEOPLE AT WORK : INTRODUCTION AU COMPORTEMENT ORGANISATIONNEL	1,50
MGTB2-CE01CE	PEOPLE AT WORK : INTRODUCTION TO HUMAN RESOURCES MANAGEMENT	1,50
MGTB3-CE03UE	ORGANISATIONAL BEHAVIOUR	2,00
MGTB3-EE05UF	LES GRANDS DIRIGEANTS	2,00
MGTB3-EE06UF	L'ART DU MANAGEMENT	2,00
MGTB3-EE07UF	VIGILANCE ET INTELLIGENCE ECONOMIQUE	2,00
MGTB3-EE08UF	FONCTION MANAGEMENT DES RESSOURCES HUMAINES : REALITE(S) D'UN METIER	2,00
MGTB3-EE09UF	ENTREPRENEURIAT SOCIAL	2,00
MGTB3-EE10UF	MANAGEMENT DES INNOVATIONS SOCIALES	2,00
MGTMA-EE38UE	MERGERS & ACQUISITIONS: MANAGING THE CHALLENGES	2,00
MGTMA-EI08UE	DEVELOPMENT OF A TRAINING	2,00
MGTMA-EI13UE	INTERNATIONAL AND COMPARATIVE LABOUR RELATIONS	2,00
MGTMA-EI15UE	INTERNATIONAL STRATEGIC MANAGEMENT	2,00
MGTMA-EI16UF	MANAGEMENT: GESTION DES RELATIONS INTERPERSONNELLES (2)	2,00
MGTMA-EI17UF	MANAGEMENT: GERER UNE EQUIPE AU QUOTIDIEN (2)	2,00
MGTMA-EI19UE	MANAGING CONSULTANCY	2,00
MGTMA-EI20UE	MANAGING SME'S	2,00
MGTMA-EI23UE	OPERATING IN A GLOBAL ENVIRONMENT	2,00
MGTMA-EI24UE	ORGANIZATION DEVELOPMENT & PERFORMANCE	2,00
MGTMA-EI35UE	CAREER DEVELOPMENT	2,00
MGTMA-FE02UE	BUSINESS MODELS	2,00
MGTMA-FE12UE	HRM RESEARCH SEMINAR (1)	4,00
MGTMA-FE28UE	HRM STRATEGY AND COMPANY OBSERVATION (1)	4,00
MGTMA-FE43UE	ORGANISATIONS IN HYPERDYNAMIC ENVIRONMENT	2,00
MGTMA-FI07UE	DECISIONS AND LEADERSHIP	2,00
MISB1-CE02UF	INFORMATIQUE 2 : ACCESS / POWERPOINT (3)	1,00
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2,00
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50

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ECTS CODE	DESCRIPTION	ECTS CREDITS
MISB3-EE04UE	EXPERIENCING CONTEMPORARY SOFTWARE	2,00
MISMA-EI03UE	BUSINESS PROCESS MODELLING	2,00
MISMA-EI26UE	MANAGING TECHNO CHANGE: STRATEGY, TOOL & TECHNIQUES TO HANDLE ORGANIZATIONAL REC	2,00
MISMA-EI30UE	MANAGING BUSINESS CONTINUITY	2,00
MISMA-EI31UE	MANAGING FROM A DISTANCE	2,00
MISMA-EI32UE	E-COMMERCE: TRENDS & ISSUES	2,00
MISMA-EI33UE	E-PROCUREMENT	2,00
MISMA-FE24UE	MIS RESEARCH SEMINAR (1)	4,00
MISMA-FE25UE	MIS STRATEGY AND COMPANY OBSERVATION (1)	4,00
MISMA-FI02UE	BUSINESS ANALYSIS	2,00
MISMA-FI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	2,00
MISMA-FI24UE	HUMAN RESOURCES ISSUES WITH IT	2,00
MKTB2-CE01UE	INTRODUCTION TO MARKETING	4,00
MKTB3-CE01UE	CONSUMER BEHAVIOUR	2,00
MKTB3-CE02UE	OPERATIONAL MARKETING	4,50
MKTB3-EE05UE	MARKETING ETUDES	2,00
MKTB3-EE06UF	COMMUNICATION ET IMAGE	2,00
MKTB3-EE07UF	NOUVELLES TENDANCES MARKETING	2,00
MKTB3-EE08UF	FONCTION MARKETING	2,00
MKTB3-EE09UF	RELATION CLIENT 2.0	2,00
MKTB3-EE12UE	SERVICES MARKETING	2,00
MKTB3-EE13UE	MARKETING COMMUNICATION	2,00
MKTMA-EE03UE	CHALLENGE YOUR SKILLS	4,00
MKTMA-EE04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT	2,00
MKTMA-EE22UE	PRODUCT MANAGEMENT	2,00
MKTMA-EE36UE	EXPERIMENTAL DESIGNS IN MARKETING	2,00
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00
MKTMA-EI15UE	LUXURY MARKETING	2,00
MKTMA-EI16UE	BRAND AND 360° COMMUNICATION	2,00
MKTMA-EI17UE	MARKETING IN NAFTA	2,00
MKTMA-EI18UE	MARKETING INTELLIGENCE	2,00
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00
MKTMA-EI24UE	RETAIL MERCHANDISING & SALES PROMOTION	2,00
MKTMA-EI26UE	SERVICES MARKETING	2,00
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00
MKTMA-EI37UE	RETAIL STRATEGIES: PRIVATE LABEL & PROMOTION	2,00
MKTMA-EI40UE	GLOBALLY RESPONSIBLE LEADERSHIP	2,00
MKTMA-FE28UE	MARKETING RESEARCH SEMINAR (1)	4,00
MKTMA-FE29UE	MARKETING STRATEGY AND COMPANY OBSERVATION (1)	4,00
MKTMA-FE41UE	SERVICE MARKETING	2,00
MKTMA-FE42UE	STRATEGIC MARKETING RESEARCH	2,00
NEGB2-CE01UF	TECHNIQUES DE VENTE	2,00
NEGB3-CS01UE	NEGOTIATION	1,00
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2,00
NEGMA-EE07UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00
NEGMA-EI02UE	SALES MANAGEMENT	2,00
NEGMA-EI03UE	INTERNATIONAL NEGOTIATION	2,00
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00
NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00
NEGMA-FE08UE	NEGOTIATION RESEARCH SEMINAR (1)	4,00
NEGMA-FE09UE	NEGOTIATION STRATEGY AND COMPANY OBSERVATION (1)	4,00
NEGMA-FI11UE	KEY ACCOUNT MANAGEMENT	2,00
NEGMA-FI13UE	WIN WIN NEGOTIATION	2,00
NEGMA-FI14UE	DECISION MODELS FOR NEGOTIATION	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,00
OPSB3-CE01AE	OPERATIONS MANAGEMENT : INDUSTRIAL REALITIES	2,00
OPSB3-CE01BE	OPERATIONS MANAGEMENT : OPTIMIZATION METHODS	1,50
OPSB3-EE03UF	LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS	2,00
OPSB3-EE04UF	PLANIFICATION ET ORDONNANCEMENT DE LA PRODUCTION	2,00
OP SMA-EE25UE	SERVICE OPERATIONS MANAGEMENT	2,00
OP SMA-EI01UE	ADVANCED PURCHASING	2,00
OP SMA-EI03UE	HOTEL & CATERING MANAGEMENT	2,00
OP SMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00
OP SMA-EI07UE	INTERNATIONAL TRANSPORTATION, SHIPPING & LOGISTICS	2,00
OP SMA-EI12UE	SUPPLY CHAIN MANAGEMENT	2,00

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2nd Semester 2009-2010

ECTS CODE	DESCRIPTION	ECTS CREDITS
OPSM-A-EI13UE	TACIT KNOWLEDGE	2,00
OPSM-A-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00
OPSM-A-EI29UE	DECISION ANALYTIC MODELLING IN HEALTH CARE	2,00
OPSM-A-FE18UE	OPERATIONS MANAGEMENT RESEARCH SEMINAR (1)	4,00
OPSM-A-FE19UE	OPERATIONS MANAGEMENT STRATEGY AND COMPANY OBSERVATION (1)	4,00
OPSM-A-FI09UE	PRODUCTION & CAPACITY PLANNING	2,00
OPSM-A-FI21UE	TOTAL QUALITY MANAGEMENT	2,00
OPSM-A-FI30UE	DATA ANALYSIS FOR DISSERTATION RESEARCH	2,00
QMSB1-CE01UF	METHODES QUANTITATIVES 1 (MATHEMATIQUES)	5,00
QMSB1-CE02UF	METHODES QUANTITATIVES 2 (STATISTIQUES)	5,00
QMSB2-CE01UF	METHODES QUANTITATIVES 3 (MATHEMATIQUES)	4,00
QMSB2-CE02AF	METHODES QUANTITATIVES 4 : STATISTIQUES	2,50
QMSB2-CE02BF	MQ4 : INTRODUCTION AUX OUTILS D'AIDE A LA DECISION	2,50
QMSB3-CE01AE	DATA ANALYSIS : ECONOMETRICS	3,00
QMSB3-CE01BE	DATA ANALYSIS : MULTIVARIATE STATISTICAL DATA ANALYSIS	1,50

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

(2) French Native Speakers only

(3) E-learning module