

Courses available for Exchange Students

Academic year 2010/2011



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>

LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
2010-2011 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 ET DES ASSOCIATIONS	2,50	1
ACCB3-CE02AE	PERFORMANCE MANAGEMENT : COST ACCOUNTING	2,25	1
ACCB3-CE02BE	PERFORMANCE MANAGEMENT : MANAGEMENT CONTROL	3,25	1
ACCB3-EE04UF	GESTION DES ASSOCIATIONS	2,00	1
ACCMA-EE02UF	APPROCHE SECTORIELLE CONTRÔLE GESTION	2,00	1
ACCMA-EE04UF	CONSOLIDATION	2,00	1
ACCMA-EE06UF	CONTRÔLE DE GESTION APPROFONDI II	2,00	2
ACCMA-EE07UE	CROSS INDUSTRY FINANCIAL STATEMENT ANALYSIS	2,00	2
ACCMA-EE08UE	FINANCIAL STATEMENT ANALYSIS LEVEL 2	2,00	1
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2,00	2
ACCMA-EE14UF	LE REFERENTIEL COMPTABLE INTERNATIONAL IAS/IFRS	2,00	1
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I	2,00	2
ACCMA-EE31UE	CONTROLLING & AUDITING CORPORATE SOCIAL RESPONSIBILITY	2,00	2
ACCMA-EE32UE	SPECIFIC AUDIT SITUATIONS	2,00	2
ACCMA-EE33UF	LE REFERENTIEL COMPTABLE INTERNATIONAL IAS/IFRS	2,00	2
ACCMA-EI01UE	ACTIVITY BASED COST MANAGEMENT	2,00	1
ACCMA-EI05UE	CONTROL, COMPENSATION & INCENTIVES; A CORPORATE GOVERNANCE PERSPECTIVE	2,00	1
ACCMA-EI18UE	PRODUCTIVITY & PROFITABILITY ASSESSMENT USING FINANCIAL STATEMENTS	2,00	2
ACCMA-EI20UE	THE KEYS TO FAILURE	2,00	1
ACCMA-EI26UE	CONTROL 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
ACCMA-FI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2,00	2
ACCMA-FI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOL	2,00	2
ACCMA-FI21UE	AUDIT TECHNIQUES	2,00	1
COMB1-CE01UF	ECRIRE POUR CONVAINCRE (1)	1,00	Y
COMB2-CE01UF	PROJET DE COMMUNICATION ASSOCIATIF	4,00	Y
COMB3-CE02UF	PROJET DE COMMUNICATION ENTREPRENEURIAL	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	1,50	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	1,50	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
DEVB3-EE06UF	AMELIORER SA PERFORMANCE COMMERCIALE PAR LE THEATRE	2,00	1
ECOB1-CE01AF	ECONOMIE 1 : MICROECONOMIE 1	2,50	1
ECOB1-CE01BF	ECONOMIE 1 : MACROECONOMIE 1	2,50	1
ECOB1-CE02AF	ECONOMIE 2 : MICROECONOMIE 2	2,50	2
ECOB1-CE02BF	ECONOMIE 2 : MACROECONOMIE 2	2,50	2
ECOB2-CE01AF	ECONOMIE 3 : MICROECONOMIE	2,50	1 or 2
ECOB2-CE01BF	ECONOMIE 3 : MACROECONOMIE	2,50	1 or 2
FINB2-CE01AE	FINANCE 1 : FINANCE FUNDAMENTALS	2,00	2
FINB2-CE01BF	FINANCE 1 : GESTION FINANCIERE	3,00	2
FINB3-CE01UE	CORPORATE FINANCE	2,50	2
FINB3-CE02UE	FINANCIAL MARKETS	2,50	1
FINB3-EE03UF	INTRODUCTION AU SECTEUR BANCAIRE	2,00	1
FINB3-EE04UF	EVALUATION DES ENTREPRISES	2,00	2
FINB3-EE06UE	INTRODUCTION TO DERIVATIVES	2,00	2
FINB3-EE07UF	GESTION DE TRESORERIE	2,00	2
FINB3-EE08UF	METHODES D'OPTIMISATION APPLIQUEES A LA FINANCE	2,00	2
FINMA-EE06UE	EMPIRICAL FINANCE	2,00	2
FINMA-EE15UE	M&A AND CORPORATE GOVERNANCE	2,00	2
FINMA-EE16UE	PERSONAL FINANCIAL ADVISORY SERVICES	2,00	2
FINMA-EE42UE	ACTIVE PORTFOLIO MANAGEMENT	2,00	2
FINMA-EI01UE	BOND MARKETS, ANALYSIS AND STRATEGIES	2,00	2
FINMA-EI05UE	DIVIDEND POLICY	2,00	2
FINMA-EI09UE	FUNDAMENTALS OF FUTURE MARKETS	2,00	1
FINMA-EI19UE	RISK MANAGEMENT	2,00	2
FINMA-EI20UE	STATISTICS AND PROBABILITY IN FINANCE	2,00	1
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-EI28UE	EMPIRICAL CORPORATE FINANCE	2,00	1
FINMA-EI29UE	EXCHANGE RATES AND THE INTERNATIONAL MONETARY SYSTEM	2,00	1
FINMA-EI31UE	CAPITAL STRUCTURE	2,00	2
FINMA-EI33UE	MULTINATIONAL CORPORATE FINANCE	2,00	1

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FINMA-EI34UE	BEHAVIORAL CORPORATE FINANCE	2,00	1
FINMA-EI36UE	OPTION PRICING I	2,00	2
FINMA-EI38UE	CORPORATE INVESTMENT DECISIONS	2,00	2
FINMA-EI39UE	WORKING CAPITAL MANAGEMENT	2,00	2
FINMA-EI40UE	TRADING AND EXCHANGES	2,00	2
FINMA-EI41UE	APPLIED MARKET MICROSTRUCTURE	2,00	2
FINMA-EI44UE	ASSET PRICE BEHAVIOR AND FINANCIAL MARKET ABUSES	2,00	2
FINMA-FE23UE	FINANCE RESEARCH SEMINAR (2)	4,00	2
FINMA-FE24UE	FINANCE STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
FINMA-FE32UE	FINANCIAL ECONOMETRICS	2,00	1
FINMA-FI17UE	PORTFOLIO MANAGEMENT AND ANALYSIS	2,00	1
FINMA-FI27UE	BANKING AND FINANCIAL INTERMEDIARIES	2,00	1 or 2
IBEB3-EE01UF	LES RELATIONS EURO-MEDITERRANEENNES	2,00	1
IBEB3-EE02UF	INTEGRATION EUROPEENNE ET NOUVEL ENVIRONNEMENT DES ENTREPRISES	2,00	1
IBEB3-EE03UF	CROISSANCE ECONOMIQUE ET DECISIONS STRATEGIQUES	2,00	1
IBEB3-EE04UF	GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES	2,00	1
IBEB3-EE05UF	INTEGRATION EUROPEENNE ET STRATEGIE D'ENTREPRISE	2,00	2
IBEB3-EE06UF	ENTREPRISE ET DEVELOPPEMENT DURABLE	2,00	2
IBEB3-EE07UF	POLITIQUE ECONOMIQUE DU DEVELOPPEMENT	2,00	2
IBEB3-EE08UF	ETHIQUE : SENS ET PUISSANCE DE L'ARGENT	2,00	2
IBEB3-EE09UF	ETHIQUE : UNE NOTION HISTORIQUE ET MULTICULTURELLE	2,00	2
IBEB3-EE10UE	DOING BUSINESS IN THE NORTH SEA AREA	2,00	2
IBEB3-EE11UE	INDIA TODAY	2,00	1
IBEB3-EE12UF	L'ECO-CONCEPTION : UNE APPROCHE NOUVELLE DE LA CONCEPTION DES PRODUITS AU SERVICE DU MANAGEMENT ENVIRONNEMENTAL	2,00	1 or 2
IBEMA-CE47UE	BUSINESS CYCLES AND CORPORATE MANAGEMENT (2)	2,00	2
IBEMA-CI06UE	GLOBALIZATION - OPPORTUNITIES, RISKS & CHALLENGE FOR ECO POLICYMAKING (2)	2,00	1
IBEMA-EE10UE	EUROPEAN INTEGRATION: MECHANISM & IMPLICATIONS	2,00	1
IBEMA-EE11UE	FROM BUSINESS PLAN TO VALUE CREATION	2,00	1
IBEMA-EE18UE	INTERNATIONALISE - EXTERNALIZE - OUTSOURCING	2,00	1
IBEMA-EE23UE	NON FOR PROFIT ORGANIZATION IN A MARKET ECONOMY	2,00	2
IBEMA-EE42UE	MONEY AND CREDIT IN THE GLOBAL ECONOMY	2,00	2
IBEMA-EI06UE	DOING BUSINESS IN LATIN AMERICA	2,00	1
IBEMA-EI12UE	INTERNATIONAL BUSINESS	2,00	2
IBEMA-EI15UE	INTERNATIONAL DEVELOPMENT & MANAGEMENT OF NGO	2,00	2
IBEMA-EI16UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00	1 or 2
IBEMA-EI17UE	INTERNATIONAL HEALTH CARE SYSTEM MANAGEMENT	2,00	2
IBEMA-EI20UE	ISLAMIC ETHICS & DOING BUSINESS IN THE MIDDLE EAST	2,00	2
IBEMA-EI24UE	POLITICAL THREAT MANAGEMENT IN INTERNATIONAL BUSINESS	2,00	2
IBEMA-EI26UE	SME MANAGEMENT, DEVELOPMENT AND GROWTH STRATEGIES	2,00	2
IBEMA-EI28UE	SUSTAINABLE DEVELOPMENT	2,00	1
IBEMA-EI33UE	INDUSTRY CHANGE AND INNOVATION MANAGEMENT	2,00	1 or 2
IBEMA-EI34UE	EASTERN EUROPE	2,00	1 or 2
IBEMA-EI36UE	EFFICIENCY AND BENCHMARKING IN BANKING	2,00	1
IBEMA-EI37UE	APPLIED OPTIMIZATION METHODS FOR MANAGEMENT	2,00	2
IBEMA-EI38UE	ECONOMIC DECISION MAKING TOOLS FOR MANAGEMENT II	2,00	2
IBEMA-EI40UE	CORPORATE SOCIAL RESPONSIBILITY IN A GLOBAL CONTEXT	2,00	2
IBEMA-EI43UE	GLOBALIZATION - OPPORTUNITIES, RISKS & CHALLENGES FOR ECONOMIC POLICYMAKING	2,00	2
IBEMA-FE35UE	ECONOMIC DECISION MAKING TOOLS FOR MANAGEMENT I	2,00	1
IBEMA-FE39UE	MARKET FAILURES AND PUBLIC INTERVENTION	2,00	2
IBEMA-FE45UE	ECONOMICS AND BUSINESS STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
IBEMA-FE46UE	ECONOMICS AND BUSINESS RESEARCH SEMINAR (2)	4,00	2
IBEMA-FI32UE	SOCIAL ENTREPRENEURSHIP	2,00	1 or 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
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

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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-CE17UE	PREPARATION FOR TOEIC	2,00	1 or 2
LANMA-EE11UE	ENGLISH FOR THE JOB SEARCH	2,00	1 or 2
LANMA-EE14US	PREPARACION PARA DELE	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 THIRD LANGUAGE	2,00	2
LANTR-OE12US	SPANISH AS A THIRD LANGUAGE	2,00	2
LANTR-OE13UI	ITALIAN AS A THIRD LANGUAGE	2,00	2
LANTR-OE14UF	FRANCAIS DEBUTANT 2	3,00	2
LANTR-OE15UF	FRANCAIS SEMI-DEBUTANT 2	3,00	2
LANTR-OE16UF	FRANCAIS INTERMEDIAIRE 2	2,00	2
LANTR-OE17UF	FRANCAIS DES AFFAIRES 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-CE01UF	BUSINESS EXPLORATION	5,50	1 or 2
MGTB2-CE01AF	PEOPLE AT WORK : INTRODUCTION AU COMPORTEMENT ORGANISATIONNEL	1,50	1 or 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-CE01UE	STRATEGIC MANAGEMENT	3,50	1
MGTB3-CE03UE	ORGANISATIONAL BEHAVIOUR	2,00	1 or 2
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 MANAGEMENT DES RESSOURCES HUMAINES : REALITE(S) D'UN METIER	2,00	2
MGTB3-EE09UF	ENTREPRENEURIAT SOCIAL	2,00	2
MGTB3-EE10UF	MANAGEMENT DES INNOVATIONS SOCIALES	2,00	2
MGTMA-CE03UE	STRATEGIC THINKING & SKILLS (2)	4,00	1
MGTMA-CI29UE	CHANGE MANAGEMENT (2)	2,00	1
MGTMA-EE05UE	CONSULTING METHODS 1	2,00	2
MGTMA-EE34UE	INTERPERSONAL COMMUNICATION	2,00	1 or 2
MGTMA-EE38UE	MERGERS & ACQUISITIONS: MANAGING THE CHALLENGES	2,00	2
MGTMA-EE42UE	HEALTH CARE MANAGEMENT	2,00	1
MGTMA-EE44UE	COMPARATIVE MANAGEMENT	2,00	1
MGTMA-EE51UE	CONSULTING METHODS 2	2,00	2
MGTMA-EI06UE	CROSS CULTURAL MANAGEMENT	2,00	1
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-EI13UE	INTERNATIONAL AND COMPARATIVE LABOUR RELATIONS	2,00	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	2
MGTMA-EI20UE	MANAGING SME'S	2,00	2
MGTMA-EI23UE	OPERATING IN A GLOBAL ENVIRONMENT	2,00	1
MGTMA-EI24UE	ORGANIZATION DEVELOPMENT & PERFORMANCE	2,00	2
MGTMA-EI35UE	CAREER DEVELOPMENT	2,00	2
MGTMA-EI36UE	MANAGING THE NET: HOW TO CREATE ON-LINE BUSINESS	2,00	1
MGTMA-EI39UE	MANAGING KNOWLEDGE STRATEGICALLY	2,00	1
MGTMA-EI40UE	RECRUITMENT AND SELECTION OF THE WORKFORCE	2,00	1
MGTMA-EI41UE	STRESS MANAGEMENT	2,00	1
MGTMA-EI45UE	ORGANISATIONS IN HYPERDYNAMIC ENVIRONMENT	2,00	1
MGTMA-EI47UE	CULTURE IMPACT ON INTERNATIONAL BUSINESS AND MANAGEMENT	0,00	2
MGTMA-EI50UE	STRUCTURES AND BEHAVIOURS IN INTERNATIONAL CONTEXTS	2,00	2
MGTMA-FE02UE	BUSINESS MODELS	2,00	2
MGTMA-FE12UE	HRM RESEARCH SEMINAR (2)	4,00	2
MGTMA-FE28UE	HRM STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
MGTMA-FI07UE	DECISIONS AND LEADERSHIP	2,00	2
MGTMA-FI43UE	ORGANISATIONS IN HYPERDYNAMIC ENVIRONMENT	2,00	2
MISB1-CE01UF	INFORMATIQUE 1 - WORD / EXCEL (3)	1,00	1

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MISB1-CE02UF	INFORMATIQUE 2 (ACCESS / POWERPOINT) (3)	1,00	2
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2,00	1 or 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
MISB3-EE04UE	EXPERIENCING CONTEMPORARY SOFTWARE	2,00	2
MISMA-EI03UE	BUSINESS PROCESS MODELLING	2,00	2
MISMA-EI08UE	ENTERPRISE MODELLING	2,00	1
MISMA-EI10UE	EXCEL- VISUAL BASIC FOR APPLICATIONS (VBA) / BEGINNER & INTERMEDIATE	2,00	1
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2,00	1
MISMA-EI16UE	MANAGEMENT FLIGHT SIMULATORS	2,00	1
MISMA-EI26UE	MANAGING TECHNO CHANGE: STRATEGY, TOOL & TECHNIQUES TO HANDLE ORGANIZATIONAL RECONFIGURATION	2,00	2
MISMA-EI27UE	FOCUS ON INDUSTRY: INFORMATION MANAGEMENT IN HEALTH CARE	2,00	1
MISMA-EI28UE	MINDFULL ONLINE COMPANIES	2,00	1
MISMA-EI30UE	MANAGING BUSINESS CONTINUITY	2,00	2
MISMA-EI31UE	MANAGING FROM A DISTANCE	2,00	2
MISMA-EI32UE	E-COMMERCE: TRENDS & ISSUES	2,00	2
MISMA-EI33UE	E-PROCUREMENT	2,00	2
MISMA-EI34UE	DECISION MAKING USING BUSINESS INTELLIGENCE (BI) TOOLS	2,00	2
MISMA-EI35UE	ADVANCED VBA	2,00	2
MISMA-FE24UE	MIS RESEARCH SEMINAR (2)	4,00	2
MISMA-FE25UE	MIS STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
MISMA-FI02UE	BUSINESS ANALYSIS	2,00	2
MISMA-FI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	2,00	2
MISMA-FI24UE	HUMAN RESOURCES ISSUES WITH IT	2,00	2
MKTB2-CE01UE	INTRODUCTION TO MARKETING	4,00	1 or 2
MKTB3-CE01UE	CONSUMER BEHAVIOUR	2,00	1 or 2
MKTB3-CE02UE	OPERATIONAL MARKETING	4,50	1 or 2
MKTB3-EE03UF	COMMUNICATION ET PUBLICITE	2,00	1
MKTB3-EE05UE	MARKETING RESEARCH	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-EE12UE	SERVICES MARKETING	2,00	2
MKTB3-EE13UE	MARKETING COMMUNICATION	2,00	2
MKTB3-EE14UE	SOCIAL AND ENVIRONMENTAL STRATEGY IN A GLOBALIZED WORLD	2,00	1
MKTB3-EE15UE	DATABASE MARKETING	2,00	2
MKTMA-EE04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT	2,00	1 or 2
MKTMA-EE05UE	CROSS CULTURAL MARKETING	2,00	1
MKTMA-EE22UE	PRODUCT MANAGEMENT	2,00	2
MKTMA-EE27UE	STRATEGIC BRAND MANAGEMENT	2,00	1
MKTMA-EE35UE	QUALITATIVE RESEARCH	2,00	1
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-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
MKTMA-EI14UE	INTERNATIONAL MARKETING COMMUNICATION	2,00	1
MKTMA-EI15UE	LUXURY MARKETING	2,00	2
MKTMA-EI16UE	BRAND AND 360° COMMUNICATION	2,00	2
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-EI26UE	SERVICES MARKETING	2,00	1 or 2
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-EI38UE	HEALTHCARE MARKETING	2,00	1
MKTMA-EI39UE	HIGH-TECH MARKETING	2,00	1
MKTMA-EI40UE	GLOBALLY RESPONSIBLE LEADERSHIP	2,00	2
MKTMA-FE28UE	MARKETING RESEARCH SEMINAR (2)	4,00	2
MKTMA-FE29UE	MARKETING STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
MKTMA-FE41UE	SERVICE MARKETING	2,00	2
MKTMA-FE42UE	STRATEGIC MARKETING RESEARCH	2,00	2
MKTMA-FI45UE	INTERNATIONAL MARKETING IN EMERGING MARKETS	2,00	2
NEGB2-CE01UF	TECHNIQUES DE VENTE	2,00	1 or 2
NEGB3-CS01UE	NEGOTIATION	1,00	2
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2,00	1 or 2
NEGMA-EE07UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00	1 or 2
NEGMA-EE10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00	2

**LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS
2010-2011 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
NEGMA-EI02UE	SALES MANAGEMENT	2,00	2
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00	1 or 2
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00	1 or 2
NEGMA-EI12UE	INTERNAL SELLING	2,00	1
NEGMA-FE08UE	NEGOTIATION RESEARCH SEMINAR (2)	4,00	2
NEGMA-FE09UE	NEGOTIATION STRATEGY AND COMPANY OBSERVATION (2)	4,00	2
NEGMA-FI11UE	KEY ACCOUNT MANAGEMENT	2,00	2
NEGMA-FI13UE	WIN WIN NEGOTIATION	2,00	2
NEGMA-FI14UE	DECISION MODELS FOR NEGOTIATION	2,00	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-FE03UF	LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS	2,00	2
OPSB3-FE04UF	PLANIFICATION ET ORDONNANCEMENT DE LA PRODUCTION	2,00	2
OP SMA-EI01UE	ADVANCED PURCHASING	2,00	2
OP SMA-EI03UE	HOTEL & CATERING MANAGEMENT	2,00	2
OP SMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	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-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-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00	2
OP SMA-EI28UE	TECHNOLOGY AND INNOVATION MANAGEMENT	2,00	2
OP SMA-EI29UE	DECISION ANALYTIC MODELLING IN HEALTH CARE	2,00	2
OP SMA-EI31UE	OPERATIONS IN COMPLEX INDUSTRIES	2,00	2
OP SMA-EI32UE	WAREHOUSE DESIGN AND OPERTATIONS	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
OP SMA-FE30UE	DATA ANALYSIS FOR DISSERTATION RESEARCH	2,00	2
OP SMA-FI09UE	PRODUCTION & CAPACITY PLANNING	2,00	2
OP SMA-FI21UE	TOTAL QUALITY MANAGEMENT	2,00	2
QMSB1-CE01UF	METHODES QUANTITATIVES 1 (MATHEMATIQUES)	5,00	1 or 2
QMSB1-CE02UF	METHODES QUANTITATIVES 2 (STATISTIQUES)	5,00	1 or 2
QMSB2-CE01UF	METHODES QUANTITATIVES 3 (MATHEMATIQUES)	4,00	1 or 2
QMSB2-CE02AF	METHODES QUANTITATIVES 4 : STATISTIQUES	2,50	1 or 2
QMSB2-CE02BF	METHODES QUANTITATIVES 4 : INTRODUCTION AUX OUTILS D 'AIDE A LA DECISION	2,50	1 or 2
QMSB3-CE01AE	DATA ANALYSIS : ECONOMETRICS	3,00	1 or 2
QMSB3-CE01BE	DATA ANALYSIS : MULTIVARIATE STATISTICAL DATA ANALYSIS	1,50	1 or 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

(3) E-learning module