



Master in Management
Ranking 2015 # 21

Courses available for Exchange Students

Academic year 2016/2017

updated May 2016



LIST OF COURSES AVAILABLE FOR EXCHANGE STUDENTS

***Exchange students can be enrolled only in the Grande Ecole program courses.
The other programs are not open to them.***

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). Students should pay attention to the prerequisites.

Students are required to choose their courses based on this list then look for course syllabus online.

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
ENT: Innovation and entrepreneurship
FIN: Finance
HRM: Human Resource Management
IBE: International Business and Strategy
LAN: Language
LAW: Law
MIS: Information Systems
MKT: Marketing
NEG: Negotiation
OPS: Operations Management
QMS: Quantitative Methods
STR: Strategy Management

- 4th and 5th 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, **IN**: course intended for the exchange students only, and **TR**: transverse course such as certain foreign modern language.

- 7th 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)
F (Obligatory track electives in Master)
T (Track core courses in Master)
O (Optional course)

- 8th character refers to the format of course. Law course is given in extensive format (E).

E (Extensive : course taught over several weeks)
I (Intensive : course taught in concentrated shape over one week, including evaluation)
S (Seminar : course taught in concentrated shape generally not exceeding 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, **A**: Arabic, **G**: German, **C**: Chinese, **I**: Italian, **P**: Portuguese, **S**: Spanish, **R**: Russian and **X**: multilingual.

ONLINE COURSES SYLLABUS

<http://www.univ-catholille.fr/our-academic-departements/search-course.asp?Etablissement=6&domaine=0&motclef=#etb>

directly choose "search" without setting any specificities in your research. Once you have the full list of courses offered by IESEG (all programs), just do "Ctrl + F" (quick search) and enter the course title in the little window which just opened. The word / title you are looking for will appear in blue on the page and then you can click on the course title to get the syllabus.

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 make change at any time without prior notice.

All exchange students have access to Bachelor courses (3 years).

ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year
ACCB1-CE01UE	FINANCIAL ACCOUNTING	3,5	1 or 2
ACCB1-CE01UF	COMPTABILITE GENERALE ET FINANCIERE	3,5	1 or 2
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,5	1
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE	3,5	1
ACCB3-CE08UE	PERFORMANCE MANAGEMENT	5	1
ACCB3-EE07UF	SIMULATION DE GESTION : JEU D'ENTREPRISE KALYPSO	2	2
ACCB3-EE10UE	INTRODUCTION TO RISK MANAGEMENT IN A BANK	2	2
ACCIN-EI03UE	MANAGERIAL TOOLS FOR DECISION MAKING	2	2
DEVB1-CE01UF	APPRENTISSAGE DU MANAGEMENT PAR LE SPORT S1	0,75	1
DEVB1-CE02UE	EUROPEAN HISTORY	2	1 or 2
DEVB1-CE02UF	HISTOIRE EUROPEENNE	2	1 or 2
DEVB1-CE03UE	RELATIONAL EFFICIENCY THROUGH DRAMA	1,25	2
DEVB1-CE05UF	AMS2 : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT	0,75	2
DEVB1-CE08UE	WRITING TO CONVINC	1,25	2
DEVB1-CE08UF	ECRIRE POUR CONVAINCRE	1,25	1 or 2
DEVB1-CE09UE	UNDERSTANDING CULTURAL DIVERSITY (for students staying one year only)	1	Y
DEVB1-CE09UF	COMPRENDRE LA DIVERSITE CULTURELLE (for students staying one year only)	1	Y
DEVB1-CE10UE	WORK SOCIOLOGY	1,75	1 or 2
DEVB1-CE10UF	SOCIOLOGIE DU TRAVAIL	1,75	1 or 2
DEVB2-CE01UF	AMS3 : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT	0,75	1 or 2
DEVB2-CE02UE	PERSONAL DEVELOPMENT THROUGH DRAMA	1,25	2
DEVB2-CS03UE	INTERPERSONAL COMMUNICATION	0,75	1
DEVB2-CS03UF	COMMUNICATION INTERPERSONNELLE	0,75	1 or 2
DEVB3-CS01UF	ANIMER ET PARTICIPER A UNE REUNION (1)	0,75	1
DEVB3-CS02UE	PUBLIC SPEAKING	0,75	2
DEVB3-CS02UF	PRISE DE PAROLE EN PUBLIC	0,75	2
DEVB3-EE04UF	ACTEURS EN PROJET (1)	2	1
DEVB3-EE12UE	GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES	2	2
DEVB3-EE13UE	INDIA TODAY	2	1
DEVB3-EE14UF	L'ETHIQUE DANS L'ENTREPRISE : REALITE OU ILLUSION ?	2	2
DEVB3-EE16UF	TOURISME DURABLE ET RESPONSABLE	2	1
DEVB3-EE17UF	LES NOUVEAUX DESEQUILIBRES MONDIAUX : GEO-PERSPECTIVES DE LA GLOBALISATION	2	1
DEVB3-EE26UF	REALITE DE L'ENTREPRISE AU CINEMA	2	1
DEVB3-EE28UF	INTEGRATION EUROPEENNE ET NOUVEL ENVIRONNEMENT DES ENTREPRISES	2	1
DEVB3-EE30UF	INTELLIGENCE ECONOMIQUE ET STRATEGIQUE	2	2
DEVB3-EE36US	EL MUNDO LATINO AMERICANO	2	1
DEVB3-EE39US	NEGOCIOS Y DEPORTE	2	2
DEVB3-EE43UF	CONTINENT AFRICAIN : CONTRASTES ET PARADOXES	2	2
DEVB3-EE44UE	SOUTH AFRICA AS AN EMERGING COUNTRY AMONGST BRICS	2	2
DEVIN-EI01UE	INTERCULTURAL COMMUNICATION	2	1
DEVIN-EI03UE	CULTURAL ANTHROPOLOGY: UNDERSTANDING THE OTHERS	2	1 or 2
DEVIN-EI05US	NEGOCIOS Y DEPORTE	2	2
DEVIN-EI07UE	CONTEMPORARY FRENCH BUSINESS & SOCIETY	2	2
ECOB1-CE01UE	MACROECONOMICS INDICATORS AND POLICIES	4	1
ECOB1-CE01UF	INDICATEURS ET POLITIQUES MACROECONOMIQUES	4	1
ECOB1-CE02UE	TOOLS FOR MICROECONOMICS ANALYSIS	4	2
ECOB1-CE02UF	OUTILS DE L'ANALYSE MICROECONOMIQUE	4	2
ECOB1-CE03UF	ECONOMIE INTERNATIONALE ET ECHANGES	2	2
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	2	1 or 2
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE	2	1 or 2
ECOB2-CE03UE	CONJUNCTURE AND ECONOMIC FLUCTUATIONS	2,5	1
ECOB2-CE03UF	CONJONCTURE ET FLUCTUATIONS ECONOMIQUES	2,5	1
ECOB2-CE04UE	INDUSTRIAL ECONOMICS AND CORPORATE STRATEGY	2,5	2
ECOB2-CE04UF	ECONOMIE INDUSTRIELLE ET STRATEGIE D'ENTREPRISE	2,5	2
ECOB3-EE03UF	CROISSANCE ECONOMIQUE ET DECISIONS STRATEGIQUES	2	1
ECOB3-EE06UF	ENTREPRISE ET DEVELOPPEMENT DURABLE	2	2
ECOB3-EE07UF	POLITIQUE ECONOMIQUE DU DEVELOPPEMENT	2	2
ECOB3-EE08UF	JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFII DE L'ETHIQUE DE L'ECONOMIE DE MARCHÉ	2	2
ECOB3-EE14UF	ECONOMIE DE LA FONCTIONNALITE : NOUVEAUX MODELES ECONOMIQUES	2	1
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,75	1
FINB2-CE02UE	FINANCIAL ANALYSIS	3,5	2
FINB3-CE01UE	CORPORATE FINANCE	3	2
FINB3-CE02UE	FINANCIAL MARKETS	3	1

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ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year
FINB3-EE03UF	INTRODUCTION AU SECTEUR BANCAIRE	2	2
FINB3-EE06UE	FUNDAMENTALS OF FINANCIAL DERIVATIVES	2	2
FINB3-EE10UF	INTRODUCTION AU SECTEUR DE L'ASSURANCE	2	1
FINB3-EE11UF	GESTION DE PATRIMOINE	2	2
FININ-EI01UE	MONEY AND CAPITAL MARKETS	2	1 or 2
FININ-EI04UE	CORPORATE FINANCIAL MANAGEMENT	2	1 or 2
HRMB3-CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3	1 or 2
HRMB3-CE03UE	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT	2,5	1 or 2
HRMB3-CE04UE	FUNDAMENTALS OF ORGANIZATION	2	1 or 2
HRMB3-EE05UE	TOOLS FOR EFFECTIVE PEOPLE MANAGEMENT	2	1 or 2
HRMIN-EI01UE	UNDERSTANDING AND MANAGING HUMAN BEHAVIOR AT WORK	2	1 or 2
HRMIN-EI02UE	PERSONAL BRANDING AND EFFICIENCY	2	1
ITCB3-EE01UE	BRITISH CULTURE AND CIVILIZATION	2	2
ITCB3-EE02US	EL MUNDO HISPANO	2	2
ITCIN-EE04UE	MULTICULTURAL PROJECTS	0	2
ITCIN-EI01UE	INTERCULTURAL COMMUNICATION	2	2
LANB1-CE02UG	GERMAN 1	1,5	1
LANB1-CE03UC	CHINOIS 1	2	1
LANB1-CE04US	ESPAGNOL 1	1,5	1
LANB1-CE07US	ESPANOL PARA LA COMUNICACION 1	1	1 or 2
LANB1-CE08UG	DEUTSCH FUR KOMMUNIKATION 1	1	1 or 2
LANB1-CE12UG	GERMAN 2	1,5	2
LANB1-CE13UC	CHINESE 2	2	2
LANB1-CE14US	SPANISH 2	1,5	2
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	1,5	1
LANB2-CE02UG	GERMAN 3	1,5	1
LANB2-CE03UC	CHINESE 3	2	1
LANB2-CE04US	SPANISH 3	1,5	1
LANB2-CE06UE	ENGLISH FOR DEBATING	1	1 or 2
LANB2-CE07US	ESPANOL PARA LA COMUNICACION 2	1	1 or 2
LANB2-CE08UG	DEUTSCH FUR KOMMUNIKATION 2	1	1 or 2
LANB2-CE11UE	ENGLISH FOR BUSINESS 4	1,5	2
LANB2-CE12UG	GERMAN 4	1,5	2
LANB2-CE13UC	CHINESE 4	2	2
LANB2-CE14US	SPANISH 4	1,5	2
LANB3-CE01UG	GERMAN 5	1,5	1
LANB3-CE02UC	CHINESE 5	2	1
LANB3-CE03US	SPANISH 5	1,5	1
LANB3-CE11UG	GERMAN 6	1,5	2
LANB3-CE12UC	CHINESE 6	2	2
LANB3-CE13US	SPANISH 6	1,5	2
LANB3-CE27US	ESPANOL PARA LA COMUNICACION 3	1	1 or 2
LANB3-CE28UG	DEUTSCH FUR KOMMUNIKATION 3	1	1 or 2
LANB3-EE21UE	COLLOQUIAL ENGLISH	2	1 or 2
LANB3-EE22UE	BRITISH CULTURE AND CIVILISATION	2	1
LANB3-EE23UE	PREPARATION FOR TOEFL	2	1 or 2
LANIN-EI16UE	FRENCH CULTURE	2	1
LANIN-EI19UF	ACT IN FRENCH	2	1 or 2
LANIN-OE01UF	FRANCAIS DEBUTANT COMPLET	2	1 or 2
LANIN-OE02UF	FRANCAIS PRE-INTERMEDIAIRE	3	1 or 2
LANIN-OE03UF	FRANCAIS INTERMEDIAIRE	3	1 or 2
LANIN-OE04UF	FRANCAIS DES AFFAIRES 1 (B2 level)	3	1
LANIN-OE05UF	DECOUVERTE DE LA FRANCE SOUS LES ASPECTS INSTITUTIONNELS, ECONOMIQUES, CULTURELS (B1 level required)	2	1 or 2
LANIN-OE06UF	PREPARATION AU DELF B1 ET B2	2	1 or 2
LANIN-OE14UF	FRANCAIS DES AFFAIRES 2 - (advanced level) B2	3	2
LANIN-OE15UF	BIEN PRONONCER LE Français	1	1 or 2
LANIN-OE17UF	FRANCAIS DEBUTANT +	2	1 or 2
LANIN-OE18UF	COUP DE PINCEAU MADE IN FRENCH (A2 level required)	2	1 or 2
LANIN-OE19UF	BECOME A FRENCH WEB-RADIO PRESENTER (A2 level required)	1	2
LANTR-OE01UC	CHINESE AS A FOREIGN LANGUAGE	2	1 or 2
LANTR-OE02US	SPANISH AS A FOREIGN LANGUAGE	2	1 or 2
LANTR-OE03UI	ITALIAN AS A FOREIGN LANGUAGE	2	1 or 2

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LANTR-OE09UG	GERMAN AS A FOREIGN LANGUAGE	2	1 or 2
LANTR-OE22UR	RUSSIAN AS A FOREIGN LANGUAGE	2	1 or 2
LANTR-OE30UP	PORTUGUESE AS A FOREIGN LANGUAGE	2	1 or 2
LAWB1-CE01UE	CIVIL LAW	3,5	2
LAWB1-CE01UF	DROIT CIVIL	3,5	1 or 2
LAWB2-CE01UE	BUSINESS LAW	3,5	1 or 2
LAWB2-CE01UF	DROIT DES AFFAIRES	3,5	1 or 2
LAWB3-CE01UF	DROIT DU TRAVAIL	1	2
LAWB3-CE03UE	EUROPEAN LAW	1	2
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2	1 or 2
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2	1 or 2
MISB3-CE06AE	MANAGEMENT OF INFORMATION SYSTEM	3,75	1 or 2
MISB3-EE07UE	DIGITAL TRANSFORMATION: DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2	1
MISIN-EI02UE	DIGITAL TRANSFORMATION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2	1 or 2
MKTB1-CE01UE	INTRODUCTION TO MARKETING	2	1 or 2
MKTB1-CE01UF	INTRODUCTION TO MARKETING	2	1 or 2
MKTB2-CE01UE	MARKETING MANAGEMENT	4,25	1 or 2
MKTB3-CE30UE	MARKET RESEARCH	4	1 or 2
MKTB3-EE07UF	NOUVELLES TENDANCES MARKETING	2	1
MKTB3-EE18UF	NOUVELLES TENDANCES DE COMMUNICATION	2	2
MKTB3-EE20UE	GLOBAL BRAND MANAGEMENT	2	1 or 2
MKTB3-EE26UE	MARKETING RELATIONSHIP IN A DIGITAL ENVIRONMENT	2	1
MKTB3-EE27UE	MOBILE MARKETING	2	2
MKTB3-EE29UF	FONDAMENTAUX DU E-COMMERCE	2	2
MKTB3-EE30UE	WEB MARKETING	2	2
MKTIN-EI01UE	PRODUCT MANAGEMENT	2	1
MKTIN-EI02UE	STRATEGIC MARKETING	2	1
MKTIN-EI06UE	DIGITAL STRATEGY	2	1
MKTIN-EI07UE	GLOBAL BRAND MANAGEMENT	2	1 or 2
MKTIN-EI08UE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2	2
MKTIN-EI09UE	INTERNATIONAL COMMUNICATION STRATEGY	2	2
NEGB2-CE01UE	SALES TECHNIQUES	2	1 or 2
NEGB2-CE01UF	TECHNIQUES DE VENTE	2	1 or 2
NEGB3-CS01UE	INTRODUCTION TO NEGOTIATION	1,5	2
NEGB3-EE05UF	NÉGOCIATION : DANS LA PEAU D'UN ACHETEUR INTERNATIONAL	2	2
NEGIN-EI03UE	APPLIED NEGOTIATION ESSENTIALS	2	1
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2	1 or 2
OPSB3-CE06UE	INDUSTRIAL REALITIES	2,5	1 or 2
OPSB3-EE03UF	LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS	2	1
OPSB3-EE04UF	PLANIFICATION ET ORDONNANCEMENT DE LA PRODUCTION	2	2
OPSB3-EE07UF	METHODES D'OPTIMISATION NON LINEAIRE ET APPLICATIONS	2	1
QMSB1-CE01UE	MATHEMATICS CALCULUS	5	1
QMSB1-CE01UF	MATHEMATIQUES ANALYSE	5	1
QMSB1-CE02UE	DESCRIPTIVE STATISTICS	4,5	2
QMSB1-CE02UF	STATISTIQUE DESCRIPTIVE	4	2
QMSB2-CE03UE	INFERENTIAL STATISTICS	4,5	1
QMSB2-CE03UF	STATISTIQUES INFERENTIELLES	4,5	1
QMSB2-CE04UE	INTRODUCTION TO DATA ANALYSIS	1,5	2
QMSB2-CE04UF	INTRODUCTION A L' ANALYSE DE DONNEES	1,5	2
QMSB2-CE05UE	INTRODUCTION TO ECONOMETRICS	1,5	2
QMSB2-CE05UF	INTRODUCTION A L'ECONOMETRIE	1,5	2
QMSB2-CE06UE	INTRODUCTION TO OPTIMISATION METHODS	1,5	2
QMSB2-CE06UF	INTRODUCTION AUX METHODES D'OPTIMISATION	1,5	2
QMSB3-CE03UE	INTERMEDIATE DATA ANALYSIS	2	1
QMSB3-CE04UE	INTERMEDIATE ECONOMETRICS	2	1
QMSB3-CE05UE	INTERMEDIATE OPTIMIZATION METHODS	2	1
QMSB3-CE07UE	ADVANCED ECONOMETRICS	1,5	2
QMSB3-CE08UE	ADVANCED DATA ANALYSIS	1,5	2
QMSB3-CE09UE	ADVANCED OPTIMIZATION METHODS	1,5	2
STRB3-CE01UE	FUNDAMENTALS OF STRATEGY	3,25	1 or 2
STRB3-EE02UF	LES GRANDS DIRIGEANTS	2	1

(1) French Native Speakers only

Tentative list of courses available for exchange students
LILLE Campus - academic year 2016-17
Grande Ecole program - MASTER Courses

Bachelor students having completed at least 2 years and Master students have access to Master electives.

ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year
ACCMA-EE04UF	CONSOLIDATION	2,00	1 or 2
ACCMA-EE06UF	CONTRÔLE DE GESTION APPROFONDI	2,00	1 or 2
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2,00	2
ACCMA-EE10UF	FISCALITE DES PERSONNES	2,00	1
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I	2,00	1 or 2
ACCMA-EE44UE	ACCOUNTING AND CONTROL IN MULTINATIONAL	2,00	2
ACCMA-EE45UE	CORPORATE DISCLOSURE AND REPORTING	2,00	2
ACCMA-EE51UF	DROIT SOCIAL ET RESTRUCTURATION D'ENTREPRISE	2,00	2
ACCMA-EI01UE	ACTIVITY BASED COST MANAGEMENT	2,00	2
ACCMA-EI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2,00	2
ACCMA-EI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00	1
ACCMA-EI18UE	PRODUCTIVITY & PROFITABILITY ASSESSM ^t USING FINANCIAL STAT.	2,00	2
ACCMA-EI21UE	AUDIT TECHNIQUES	2,00	1 or 2
ACCMA-EI27UE	INFORMATION SYSTEMS AUDIT	2,00	1
ACCMA-EI31UE	CONTROLLING AND AUDITING CORPORATE SOCIAL RESPONSIBILITY	2,00	1
ACCMA-EI43UE	AUDITING: A PRACTICER CASE-BASED APPROACH	2,00	2
ACCMA-EI48UF	GESTION JURIDIQUE DE L'ENTREPRISE (PACOURS EXPERTISE COMPTABLE)	2,00	2
ACCMA-EI52UE	STRATEGIC ADVANTAGES OF CSR INITIATIVES	2,00	2
ACCMA-FE42UE	APPLYING IFRS	2,00	1
ACCMA-PI36UE	OPERATIONAL AUDITING	2,00	1
ENTMA-EI05UE	CREATIVITY MANAGEMENT	2,00	2
ENTMA-EI06UE	ENTREPRENEURIAL DECISION MAKING	2,00	2
ENTMA-EI10UE	NEW PRODUCT DEVELOPMENT AND DIFFUSION	2,00	1
ENTMA-EI11UE	NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT	2,00	1
ENTMA-EI12UE	COMPARATIVE MANAGEMENT	2,00	1
ENTMA-EI13UE	FINANCING ENTREPRENEURIAL VENTURES	2,00	1
ENTMA-EI14UE	SUSTAINABILITY MANAGEMENT & REPORTING	2,00	1
ENTMA-EI16UE	ENTREPRENEURIAL TEAM	2,00	2
ENTMA-FI01UE	A-Z OF ENTREPRENEURSHIP	2,00	1
FINMA-EE45UE	EMPIRICAL ASSET PRICING	2,00	1
FINMA-EE46UE	M&A	2,00	1
FINMA-EE63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES	2,00	2
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00	1 or 2
FINMA-EI25UE	CORPORATE GOVERNANCE: A FINANCIAL PERSPECTIVE	2,00	1
FINMA-EI27UE	BANKING AND FINANCIAL REGULATION	2,00	1 or 2
FINMA-EI31UE	CAPITAL STRUCTURE	2,00	1
FINMA-EI38UE	CORPORATE INVESTMENT DECISIONS	2,00	2
FINMA-EI39UE	WORKING CAPITAL MANAGEMENT	2,00	2
FINMA-EI51UE	OPERATIONAL RISK MANAGEMENT	2,00	2
FINMA-EI55UE	ENTREPRENEURIAL FINANCE	2,00	1
FINMA-EI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2,00	2
FINMA-EI57UE	ETHICS IN FINANCE	2,00	1
FINMA-EI64UE	OPTIONS & FUTURES II:PRICING	2,00	2
FINMA-EI68UE	INTRODUCTION TO INSURANCE	2,00	1
FINMA-EI72UE	INITIAL PUBLIC OFFERINGS (IPO)	2,00	1
FINMA-EI74UE	PRIVATE EQUITY & VENTURE CAPITAL	2,00	1
FINMA-EI78UE	INSURANCE II: CORPORATE LOANS AND LONG-TERM INVESTMENTS	2,00	2
FINMA-EI82UE	MULTI-MOMENT PORTFOLIOS: AN INTRODUCTION	2,00	1
FINMA-EI83UE	INTERNATIONAL REAL ESTATE INVESTING	2,00	1
FINMA-PI79UE	ADVANCED FINANCIAL STATEMENT ANALYSIS	2,00	1

Tentative list of courses available for exchange students
LILLE Campus - academic year 2016-17
Grande Ecole program - MASTER Courses

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HRMMA-EI01UF	MANAGEMENT: GERER UNE EQUIPE AU QUOTIDIEN (2)	2,00	1 or 2
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2,00	1
HRMMA-EI03UE	STRESS MANAGEMENT	2,00	1
HRMMA-EI04UE	PUBLIC MANAGEMENT AND ADMINISTRATION	2,00	1
HRMMA-EI05UE	AUTHENTIC LEADERSHIP DEVELOPMENT	2,00	1
HRMMA-EI06UE	GROUP DECISIONS MAKING AND ANALYSIS FOR MANAGERS	2,00	2
HRMMA-EI10UE	OPPORTUNITIES AND CHALLENGES OF AN HR LEADER	2,00	2
HRMMA-EI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2,00	1
HRMMA-EI12UE	CAREER DEVELOPMENT	2,00	2
HRMMA-EI13UE	ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD	2,00	1 or 2
HRMMA-EI20UE	MANAGING STAFF FLOWS: AN INTEGRATED HRM APPROACH	2,00	1
HRMMA-EI22UE	PERFORMANCE & COMPENSATION	2,00	2
HRMMA-FI15UE	PSYCHOLOGY OF EMPLOYEE SELECTION	2,00	1
HRMMA-FI23UE	TALENTS MANAGEMENT	2,00	2
HRMMA-FI27UE	HUMAN RESOURCE DEVELOPMENT	2,00	2
HRMMA-PI19UE	COACHING SKILLS FOR MANAGERS	2,00	1
IBEMA-EE10UE	EUROPEAN INTEGRATION: MECHANISM & IMPLICATIONS	2,00	1 or 2
IBEMA-EE42UE	MONEY AND CREDIT IN THE GLOBAL ECONOMY	2,00	2
IBEMA-EE54UE	PRODUCTIVITY AND EFFICIENCY ANALYSIS	2,00	2
IBEMA-EE55UE	DOING BUSINESS IN ARABO-ISLAMIC COUNTRIES	2,00	1
IBEMA-EI17UE	INTERNATIONAL HEALTH CARE SYSTEM MANAGEMENT	2,00	2
IBEMA-EI33UE	INDUSTRY CHANGE AND INNOVATION MANAGEMENT	2,00	1
IBEMA-EI36UE	EFFICIENCY AND BENCHMARKING IN BANKING	2,00	1
IBEMA-EI48UE	ECONOMICS OF FIRM STRATEGY	2,00	1
IBEMA-EI56UE	MEASUREMENT OF WELL BEING AND EVALUATION OF PUBLIC POLICY	2,00	1
IBEMA-EI57UE	AN INTERNATIONAL COMPARISON OF HEALTH CARE SYSTEMS	2,00	2
IBEMA-EI69UE	NETWORKS, CROWDS & MARKETS	2,00	1
IBEMA-EI71UE	THE ECONOMICS OF ADVERTISING	2,00	2
IBEMA-EI73UE	UNDERSTANDING INDIA FOR BUSINESS	2,00	1
IBEMA-EI77UE	PRODUCTIVITY AND BENCHMARKING IN BANKING	2,00	2
IBEMA-FE54UE	PRODUCTIVITY AND EFFICIENCY ANALYSIS	2,00	1
IBEMA-FE74UE	MANAGERIAL ECONOMICS	2,00	1
LANMA-CE01UG	GERMAN 7	2,00	1
LANMA-CE02UC	CHINESE 7	2,00	1
LANMA-CE03US	SPANISH 7	2,00	1
LANMA-CE04UG	GERMAN 8	2,00	2
LANMA-CE05UC	CHINESE 8	2,00	2
LANMA-CE06US	SPANISH 8	2,00	2
LANMA-CE17UE	PREPARATION FOR TOEIC	2,00	1 or 2
LANMA-CE22UE	ANGLAIS RENFORCE TC	2,00	1 or 2
LANMA-EE11UE	ENGLISH FOR THE JOB SEARCH	2,00	1 or 2
LANMA-EE14US	PREPARACION PARA DELE	2,00	1 or 2
LANMA-EE18US	POLITICA ESPANOLA Y LATINOAMERICANA	2,00	1 or 2
LAWMA-EE02UF	DROIT DU TRAVAIL	2,00	1
MISMA-EI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	2,00	2
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2,00	1 or 2
MISMA-EI16UE	MANAGEMENT FLIGHT SIMULATORS	2,00	1
MISMA-EI42UE	MANAGING THE NET I: UNDERSTANDING ON-LINE BUSINESS	2,00	1 or 2

Tentative list of courses available for exchange students
LILLE Campus - academic year 2016-17
Grande Ecole program - MASTER Courses

Bachelor students having completed at least 2 years and Master students have access to Master electives.

ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters Y = all year
MISMA-EI43UE	SOCIAL NETWORK ANALYSIS: A TECHNIQUE FOR STUDYING AN INTERCONNECTED WORLD	2,00	1
MISMA-EI44UE	CONTINUOUS INNOVATION	2,00	2
MISMA-EI48UE	GENERATING BUSINESS VALUE WITH ICT	2,00	1
MISMA-EI49UE	MANAGING THE NET II: HOW TO CREATE YOUR ON-LINE BUSINESS LEVEL 2	2,00	2
MISMA-EI51UE	SAP FOR BUSINESS PROCESS MANAGEMENT	2,00	1
MISMA-EI52UE	SAP FOR SUPPLY CHAIN MANAGEMENT	2,00	1
MISMA-EI53UE	EXCEL VBA	2,00	1
MISMA-EI54UE	SAP FOR PRODUCTION MANAGEMENT	2,00	2
MISMA-EI55UE	NEW ORGANIZATIONAL FORMS AND OPEN INNOVATION	2,00	1 or 2
MISMA-EI56UE	EXCEL EXPERT LEVEL	2,00	2
MISMA-EI58UE	RISK MANAGEMENT 1 INFORMATION SECURITY IN THE ENTERPRISE	2,00	2
MISMA-EI59UE	ERP SIMULATION	2,00	2
MISMA-FI45UE	IS PROJECT MANAGEMENT	2,00	2
MISMA-FI50UE	LATEST TRENDS IN IT USE (A): THE COMPANY VIEWPOINT	2,00	1
MISMA-TE40UE	MIS RESEARCH METHODOLOGY (1)	2,00	1
MKTMA-EE05UE	CROSS CULTURAL MARKETING	2,00	1
MKTMA-EE22UE	BECOMING A GOOD PRODUCT MANAGER	2,00	2
MKTMA-EE79UE	NEUROMARKETING	2,00	1
MKTMA-EE93UE	START UP MARKETING	2,00	2
MKTMA-EE98UE	CUSTOMER INSIGHT IN THE AGE OF NEW MEDIA	2,00	2
MKTMA-EI06UE	DIRECT MARKETING	2,00	1
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00	1 or 2
MKTMA-EI11UE	INTERNATIONAL DIMENSION OF CONSUMER BEHAVIOUR	2,00	1 or 2
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00	2
MKTMA-EI15UE	LUXURY MARKETING	2,00	1 or 2
MKTMA-EI16UE	BRAND CULTURE AND COMMUNITY	2,00	2
MKTMA-EI17UE	MARKETING IN NAFTA	2,00	2
MKTMA-EI19UE	MARKETING STRATEGY SIMULATION GAME	2,00	1
MKTMA-EI21UE	PRODUCT DESIGN AND INNOVATION LEVEL 1	2,00	1
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00	1 or 2
MKTMA-EI26UE	SERVICES MARKETING	2,00	1 or 2
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00	2
MKTMA-EI33UE	SPORT MARKETING	2,00	1
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00	1 or 2
MKTMA-EI45UE	INTERNATIONAL MARKETING IN EMERGING MARKETS	2,00	1 or 2
MKTMA-EI46UE	BUSINESS TO BUSINESS MARKETING	2,00	1 or 2
MKTMA-EI50UE	SOCIAL MEDIA MARKETING	2,00	1 or 2
MKTMA-EI51UE	CRM IN SMALL BUSINESS	2,00	2
MKTMA-EI52UE	MARKETING FOR NON PROFIT ORGANIZATIONS	2,00	2
MKTMA-EI54UE	PERSUASION IN MARKETING COMMUNICATION	2,00	1 or 2
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION	2,00	1 or 2
MKTMA-EI63UE	NEW PRODUCT DEVELOPMENT	2,00	2
MKTMA-EI65UE	MARKETING TO THE NEW CONSUMER: ONLINE WAYS TO CONNECT WITH & UNDERSTAND CONSUMERS	2,00	2
MKTMA-EI68UE	SOCIAL MARKETING	2,00	2
MKTMA-EI69UE	WEB ANALYTICS	2,00	2
MKTMA-EI70UE	HIGH TECHNOLOGY MARKETING	2,00	2
MKTMA-EI72UE	MEASUREMENT MARKETING SUCCESS	2,00	2
MKTMA-EI75UE	VIRAL MARKETING: FROM WORD OF MOUTH TO SOCIAL MEDIA	2,00	1
MKTMA-EI76UE	ADVERTISING AND COMMUNICATIONS STRATEGY	2,00	1 or 2

Tentative list of courses available for exchange students
LILLE Campus - academic year 2016-17
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MKTMA-EI77UE	CONTEMPORARY MARKETING COMMUNICATION STRATEGIES	2,00	1 or 2
MKTMA-EI78UE	CORPORATE SOCIAL RESPONSABILITY & MARKETING	2,00	1
MKTMA-EI81UE	MOBILE MARKETING	2,00	1
MKTMA-EI83UE	MARKETING COMMUNICATIONS	2,00	2
MKTMA-EI85UE	MARKETING STRATEGY	2,00	2
MKTMA-EI89UE	PRICING IN MARKETING	2,00	1 or 2
MKTMA-EI90UE	EVENT MARKETING	2,00	1
MKTMA-EI91UE	MARKETING PERFORMANCE WITH SUPPLY CHAIN MANAGEMENT	2,00	1
MKTMA-EI92UE	BRAND COMMUNICATION STRATEGY	2,00	1 or 2
MKTMA-EI95UE	PRODUCT DESIGN AND INNOVATION LEVEL 2	2,00	2
MKTMA-EI96UE	GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES	2,00	2
MKTMA-EI99UE	CHILDREN AS CONSUMERS	2,00	2
MKTMA-PI04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT	2,00	1
MKTMA-PI10UE	INTERNATIONAL MARKETING MANAGEMENT	2,00	1
MKTMA-PI13UE	INTERNATIONAL MARKETING	2,00	1
MKTMA-PI32UE	IMPROVING BRAND VALUES	2,00	1
MKTMA-PI71UE	SEARCH ENGINE MARKETING & ONLINE ADVERTISING (PPC & SEO)	2,00	1
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2,00	2
NEGMA-EE07UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00	1 or 2
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00	1
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00	2
NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00	1
NEGMA-EI11UE	KEY CUSTOMER RELATIONS MANAGEMENT	2,00	1 or 2
NEGMA-EI12UE	INTERNAL SELLING	2,00	1
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00	1
NEGMA-EI19UE	INTERNATIONAL NEGOTIATION AND DIPLOMACY	2,00	1
NEGMA-EI20UE	E-NEGOCIATION	2,00	1 or 2
NEGMA-EI22UE	MANAGING CONFLICT THROUGH MEDIATION	2,00	2
NEGMA-EI26UE	BUSINESS ETHICS IN COMMERCE	2,00	1
NEGMA-EI29UE	CULTURAL NEGOTIATION STRATEGIES	2,00	2
NEGMA-EI30UE	NEGOTIATING EMPLOYMENT RELATIONS	2,00	1
NEGMA-EI31UE	DECISION GAMES AND NEGOTIATION	2,00	2
NEGMA-EI32UE	LEADERSHIP AND INNOVATIVE NEGOTIATION	2,00	2
NEGMA-EI33UE	STRATEGIC PURCHASING	2,00	2
NEGMA-EI34UE	NEGOTIATOR PSYCHOLOGY, TACTICS AND ETHICS	2,00	2
NEGMA-EI35UE	NEGOTIATION PLANNING AND STRATEGY	2,00	1
NEGMA-EI36UE	PURCHASING IN PRACTICE	2,00	1
NEGMA-FI24UE	PRACTICAL NEGOTIATION SKILLS	2,00	1
NEGMA-FI25UE	APPLIED CONFLICT MANAGEMENT THEORY	2,00	1
NEGMA-PI02UE	SALES MANAGEMENT	2,00	2
NEGMA-PI23UE	PROFESSIONAL SELLING SKILLS AND PERSONAL SALES PERFORMANCE	2,00	1 or 2
NEGMM5EI02UE	INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING	2,00	2
NEGMM5EI03UE	NEGOTIATION CONTRACTS AND LAW	2,00	2
OPSMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00	1
OPSMA-EI07UE	INTERNATIONAL TRANSPORTATION, SHIPPING & LOGISTICS	2,00	2
OPSMA-EI11UE	SUPPLY CHAIN DEVELOPMENT	2,00	2
OPSMA-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00	2
OPSMA-EI28UE	TECHNOLOGY AND INNOVATION MANAGEMENT	2,00	1
OPSMA-EI32UE	WAREHOUSE DESIGN AND OPERATIONS	2,00	2

Tentative list of courses available for exchange students
LILLE Campus - academic year 2016-17
Grande Ecole program - MASTER Courses

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OP SMA-EI42UE	PRODUCTION AND CAPACITY PLANNING	2,00	2
OP SMA-EI45UE	INVENTORY MANAGEMENT	2,00	1
OP SMA-EI46UE	INTERNATIONAL GREEN LOGISTICS	2,00	2
OP SMA-EI57UE	OPERATIONAL EXCELLENCE AND TRANSFORMATION	2,00	2
OP SMA-EI58UE	APPLIED OPTIMISATION AND HEURISTICS	2,00	2
OP SMA-EI65UE	PERFORMANCE METRICS	2,00	2
OP SMA-EI68UE	REVENUE MANAGEMENT AND PRICING	2,00	1
OP SMA-EI70UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00	1 or 2
OP SMA-EI71UE	PURCHASING & SOURCING	2,00	1
OP SMA-EI72UE	THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED	2,00	1 or 2
OP SMA-EI73UE	MINDFULNESS - THE ART OF MANAGING RISK AND UNCERTAINTY	2,00	2
OP SMA-EI76UE	SALES AND OPERATIONS PLANNING (S&OP)	2,00	1
OP SMA-PI69UE	PROJECT MANAGEMENT	2,00	2
OP SMA-TE36UE	OPS RESEARCH METHODOLOGY (1)	2,00	1
STRMA-EE13UE	SOCIAL INNOVATION AND SOCIAL ENTREPRENEURSHIP (e-learning course)	2,00	2
STRMA-EI05UE	GAME THEORY IN BUSINESS	2,00	2
STRMA-EI08UE	ORGANIZATIONAL VISION AND IDENTITY	2,00	1
STRMA-EI09UE	SUSTAINABILITY LEADERSHIP	2,00	1
STRMA-EI12UE	CREATING STAKEHOLDER VALUE: NEW MODELS OF BUSINESS IN SOCIETY	2,00	1

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

PARIS Campus - academic year 2016-17

Grande Ecole program - BACHELOR Courses

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ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters
ACCB1-CE01UE	FINANCIAL ACCOUNTING	3,5	1 or 2
ACCB1-CE01UF	COMPTABILITE GENERALE ET FINANCIERE	3,5	1 or 2
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,5	1
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE	3,5	1
ACCB3-CE08UE	PERFORMANCE MANAGEMENT	5	1
ACCB3-EE07UF	SIMULATION DE GESTION : JEU D'ENTREPRISE KALYPSO	2	2
DEVB1-CE02UE	EUROPEAN HISTORY	2	1 or 2
DEVB1-CE02UF	HISTOIRE EUROPEENNE	2	1 or 2
DEVB1-CE03UF	EFFICACITE RELATIONNELLE PAR LE THEATRE	1,25	2
DEVB1-CE04UE	PLASTIC ARTS	1,25	2
DEVB1-CE04UF	ARTS PLASTIQUES	1,25	2
DEVB1-CE05UF	AMS2: APPRENTISSAGE DU MANAGEMENT PAR LE SPORT	0,75	2
DEVB1-CE08UE	WRITING TO CONVINC	1,25	1
DEVB1-CE08UF	ECRIRE POUR CONVAINCRE	1,25	1 or 2
DEVB1-CE09UE	UNDERSTANDING CULTURAL DIVERSITY	1	1 or 2
DEVB1-CE09UF	COMPRENDRE LA DIVERSITE CULTURELLE	2	1 or 2
DEVB1-CE10UE	WORK SOCIOLOGY	1,75	1 or 2
DEVB1-CE10UF	SOCIOLOGIE DU TRAVAIL	1,75	1 or 2
DEVB1-CE13UE	CREATIVITY	1,25	2
DEVB1-CE13UF	CREATIVITE	1,25	2
DEVB2-CE01UF	AMS3 : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT	0,75	1 or 2
DEVB2-CE02UE	PERSONAL DEVELOPMENT THROUGH DRAMA	1,25	1
DEVB2-CE02UF	AFFIRMATION DE SOI PAR LE THEATRE	1,25	2
DEVB2-CS03UE	INTERPERSONAL COMMUNICATION	0,75	2
DEVB2-CS03UF	COMMUNICATION INTERPERSONNELLE	0,75	2
DEVB3-CS01UE	CHAIRING AND PARTICIPATING IN MEETINGS	0,75	1
DEVB3-CS01UF	ANIMER ET PARTICIPER A UNE REUNION	0,75	1
DEVB3-CS02UE	PUBLIC SPEAKING	0,75	1 or 2
DEVB3-CS02UF	PRISE DE PAROLE EN PUBLIC	0,75	1 or 2
DEVB3-EE04UF	ACTEURS EN PROJET	2	2
DEVB3-EE12UE	GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES	2	1
DEVB3-EE13UE	INDIA TODAY	2	2
DEVB3-EE33UF	DESIR DE MOTS : RE-TROUVER LE PLAISIR D'ECRIRE	2	1
DEVB3-EE35UE	MARKET OF ART	2	1
DEVB3-EE38UF	POLITIQUE: ENTRE MENSONGE ET VERITE	2	2
DEVIN-EI01UE	INTERCULTURAL COMMUNICATION	2	1
ECOB1-CE01UE	MACROECONOMICS INDICATORS AND POLICIES	4	1
ECOB1-CE01UF	INDICATEURS ET POLITIQUES MACROECONOMIQUES	4	1
ECOB1-CE02UE	TOOLS FOR MICROECONOMICS ANALYSIS	4	2
ECOB1-CE02UF	OUTILS DE L'ANALYSE MICROECONOMIQUE	4	2
ECOB1-CE03UE	INTERNATIONAL ECONOMICS AND EXCHANGES	2	2
ECOB1-CE03UF	ECONOMIE INTERNATIONALE ET ECHANGES	2	2
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	2	1 or 2
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE	2	1 or 2
ECOB2-CE03UE	CONJUNCTURE AND ECONOMIC FLUCTUATIONS	2,5	1
ECOB2-CE03UF	CONJONCTURE ET FLUCTUATIONS ECONOMIQUES	2,5	1
ECOB2-CE04UE	INDUSTRIAL ECONOMICS AND CORPORATE STRATEGY	2,5	2
ECOB2-CE04UF	ECONOMIE INDUSTRIELLE ET STRATEGIE D'ENTREPRISE	2,5	2
ECOB3-EE15UF	CROISSANCE ET CYCLES ECONOMIQUE	2	1
ECOB3-EE16UF	ECONOMIE EXPERIMENTALE ET PRISE DE DECISIONS STRATEGIQUES	2	2
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,75	1
FINB2-CE02UE	FINANCIAL ANALYSIS	3,5	2
FINB3-CE01UE	CORPORATE FINANCE	3	2
FINB3-CE02UE	FINANCIAL MARKETS	3	1
FINB3-EE06UE	INTRODUCTION TO DERIVATIVES	2	2
FINB3-EE10UF	INTRODUCTION AU SECTEUR DE L'ASSURANCE	2	1
FINB3-EE12UF	LA BANQUE : SECTEURS ET METIERS	2	2
FINB3-EE13UE	CORPORATE GOVERNANCE	2	2

PARIS Campus - academic year 2016-17
Grande Ecole program - BACHELOR Courses

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FININ-EI02UE	FINANCIAL MANAGEMENT(1)	2	1 or 2
FININ-EI03UE	FINANCIAL REPORTING AND ANALYSIS	2	1 or 2
HRMB2-CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3	1 or 2
HRMB3-CE03UE	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT	2,5	1 or 2
HRMB3-CE04UE	FUNDAMENTALS OF ORGANIZATION	2	1 or 2
HRMIN-EI01UE	UNDERSTANDING AND MANAGING HUMAN BEHAVIOR AT WORK	2	1 or 2
HRMIN-EI02UE	PERSONAL BRANDING AND EFFICIENCY	2	1
IBECL-CE01UE	EUROPEAN BUSINESS CULTURE	3	2
IBEIN-EI03UE	INTERNATIONAL TRADE ORGANIZATION	2	1 or 2
ITCB3-EE03UE	AMERICAN CULTURE AND CIVILIZATION	20	2
ITCB3-EE04US	PANORAMA ACTUEL DEL NEGOCIO Y DEL MARKETING DEPORTIVO	2	2
ITCIN-EI03UE	FRENCH CONTEMPORARY SOCIETY	2	2
LANB1-CE02UG	GERMAN 1	1,5	1
LANB1-CE03UC	CHINESE 1	2	1
LANB1-CE04US	SPANISH 1	1,5	1
LANB1-CE06UF	FRENCH AS A FOREIGN LANGUAGE 1	2	1
LANB1-CE07US	ESPAÑOL PARA LA COMUNICACION 1	1	1 or 2
LANB1-CE08UG	DEUTSCH FÜR KOMMUNIKATION 1	1	1 or 2
LANB1-CE11UE	ENGLISH FOR BUSINESS 2	4	1 or 2
LANB1-CE12UG	GERMAN 2	1,5	2
LANB1-CE13UC	CHINESE 2	2	2
LANB1-CE14US	SPANISH 2	1,5	2
LANB1-CE15UE	BULATS ENGLISH TEST	0,25	2
LANB1-CE16UF	FRENCH AS A FOREIGN LANGUAGE 2	2	1 or 2
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	1,5	1
LANB2-CE02UG	GERMAN 3	1,5	1
LANB2-CE03UC	CHINESE 3	2	1
LANB2-CE04US	SPANISH 3	1,5	1
LANB2-CE06UE	ENGLISH FOR DEBATING	1	1 or 2
LANB2-CE07US	ESPAÑOL PARA LA COMUNICACION 2	1	1 or 2
LANB2-CE08UG	DEUTSCH FÜR KOMMUNIKATION 2	1	1 or 2
LANB2-CE11UE	ENGLISH FOR BUSINESS 4	1,5	2
LANB2-CE12UG	GERMAN 4	1,5	2
LANB2-CE13UC	CHINESE 4	2	2
LANB2-CE14US	SPANISH 4	1,5	2
LANB2-CE15UF	FRENCH AS A FOREIGN LANGUAGE 3	2	1
LANB2-CE16UF	FRENCH AS A FOREIGN LANGUAGE 4	2	2
LANB3-CE01UG	GERMAN 5	1,5	1
LANB3-CE02UC	CHINESE 5	2	1
LANB3-CE03US	SPANISH 5	1,5	1
LANB3-CE11UG	GERMAN 6	1,5	2
LANB3-CE12UC	CHINESE 6	2	2
LANB3-CE13US	SPANISH 6	1,5	2
LANB3-CE14UF	FRENCH AS A FOREIGN LANGUAGE 6	2	2
LANB3-CE27US	ESPAÑOL PARA LA COMUNICACION 3	1	1 or 2
LANB3-CE28UG	DEUTSCH FÜR KOMMUNIKATION 3	1	1 or 2
LANB3-EE22UE	BRITISH CULTURE AND CIVILISATION	2	1
LANB3-EE23UE	PREPARATION FOR TOEFL	2	1 or 2
LANB3-EE33US	CLASES DE CINE	2	1
LANB3-EE35UF	L'EMPIRE DU MILIEU, LE NOUVEAU CONTINENT A CONQUERIR - LA CULTURE ET L'ECONOMIE CHINOISE	2	1
LANB3-EE36UE	PREPARATION FOR IELTS	2	1 or 2
LANB3-EE37UE	DISCOVERING 20TH CENTURY AMERICAN LITERATURE	2	1
LANIN-EI20UE	THE SECRETS OF AN EFFECTIVE PRESENTATION	2	1 or 2
LANIN-EI21UE	FRENCH CONTEMPORARY SOCIETY	2	1
LANIN-OE15UF	BIEN PRONONCER LE FRANCAIS	1	2
LANIN-OE18UF	COUP DE PINCEAU MADE IN FRENCH	2	2
LAWB1-CE01UE	CIVIL LAW	3,5	1 or 2
LAWB1-CE01UF	DROIT CIVIL	3,5	1 or 2

PARIS Campus - academic year 2016-17
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LAWB2-CE01UE	BUSINESS LAW	3,5	1 or 2
LAWB2-CE01UF	DROIT DES AFFAIRES	3,5	1 or 2
LAWB3-CE01UF	DROIT DU TRAVAIL	1,25	2
LAWB3-CE03UE	EUROPEAN LAW	1,25	2
LAWCL-CI02UE	US BUSINESS LAW	1,5	2
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2	1 or 2
MISB2-CE01UF	INTRODUCTION AUX SYSTEMES D'INFORMATION	2	1 or 2
MISB3-CE06AE	MANAGEMENT OF INFORMATION SYSTEM	3,75	1 or 2
MISB3-EE07UE	DIGITAL TRANSFORMATION: DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2	2
MISIN-EI02UE	DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2	1 or 2
MKTB1-CE01UE	INTRODUCTION TO MARKETING	2	1 or 2
MKTB1-CE01UF	INTRODUCTION AU MARKETING	2	1 or 2
MKTB2-CE01UE	MARKETING MANAGEMENT	4,25	1 or 2
MKTB3-CE30UE	MARKET RESEARCH	4	1 or 2
MKTB3-EE07UF	NOUVELLES TENDANCES MARKETING	2	2
MKTB3-EE18UF	NOUVELLES TENDANCES DE COMMUNICATION	2	1
MKTB3-EE20UE	GLOBAL BRAND MANAGEMENT	2	1 or 2
MKTB3-EE24UF	MARKETING DE LA DISTRIBUTION (CHALLENGE AUCHAN)	2	1
MKTB3-EE26UE	MARKETING RELATIONSHIP IN A DIGITAL ENVIRONMENT	2	2
MKTB3-EE27UE	MOBILE MARKETING	2	2
MKTB3-EE28UF	CHALLENGE AUCHAN - MONTREZ LES TALENTS IESEG	2	2
MKTB3-EE30UE	WEB MARKETING	2	1
MKTB3-EE31UE	COMMUNITY MANAGEMENT	2	1
MKTB3-EE32UE	BRAND COMMUNITY MANAGEMENT	2	2
MKTCL-CI03UE	MARKETING	1,5	2
MKTIN-EI03UE	PRODUCT INNOVATION	2	1 or 2
MKTIN-EI04UE	PRODUCT AND BRAND MANAGEMENT	2	1
MKTIN-EI05UE	INTERNATIONAL MARKETING COMMUNICATION	2	1 or 2
MKTIN-EI06UE	DIGITAL STRATEGY	2	2
MKTIN-EI08UE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2	2
NEGB2-CE01UE	SALES TECHNIQUES	2	1 or 2
NEGB2-CE01UF	TECHNIQUES DE VENTE	2	1 or 2
NEGB3-CS01UE	INTRODUCTION TO NEGOTIATION	1,5	2
NEGB3-EE05UF	NÉGOCIATION : DANS LA PEAU D'UN ACHETEUR INTERNATIONAL	2	1 or 2
NEGIN-EI01UE	INTERNATIONAL PURCHASING	2	1
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2	1 or 2
OPSB3-CE06AE	INDUSTRIAL REALITIES TD	2,5	2
OPSB3-CE06UE	INDUSTRIAL REALITIES	2,5	1 or 2
QMSB1-CE01UE	MATHEMATICS CALCULUS	5	1
QMSB1-CE01UF	MATHEMATIQUES ANALYSE	5	1
QMSB1-CE02UE	DESCRIPTIVE STATISTICS	4,5	2
QMSB1-CE02UF	STATISTIQUE DESCRIPTIVE	4	2
QMSB2-CE03UE	INFERENCE STATISTICS	4,5	1
QMSB2-CE03UF	STATISTIQUES INFERENTIELLES	4,5	1
QMSB2-CE04UE	INTRODUCTION TO DATA ANALYSIS	1,5	2
QMSB2-CE04UF	INTRODUCTION A L' ANALYSE DE DONNEES	1,5	2
QMSB2-CE05UE	INTRODUCTION TO ECONOMETRICS	1,5	2
QMSB2-CE05UF	INTRODUCTION A L'ECONOMETRIE	1,5	2
QMSB2-CE06UE	INTRODUCTION TO OPTIMISATION METHODS	1,5	2
QMSB2-CE06UF	INTRODUCTION AUX METHODES D'OPTIMISATION	1,5	2
QMSB3-CE03UE	INTERMEDIATE DATA ANALYSIS	2	1
QMSB3-CE04UE	INTERMEDIATE ECONOMETRICS	2	1
QMSB3-CE05UE	INTERMEDIATE OPTIMIZATION METHODS	2	1
QMSB3-CE07UE	ADVANCED ECONOMETRICS	1,5	2
QMSB3-CE08UE	ADVANCED DATA ANALYSIS	1,5	2
QMSB3-CE09UE	ADVANCED OPTIMIZATION METHODS	1,5	2
STRB1-CE01UE	BUSINESS EXPLORATION	4,75	2
STRB3-CE01UE	FUNDAMENTALS OF STRATEGY	3,25	1 or 2

PARIS Campus - academic year 2016-17
Grande Ecole program - BACHELOR Courses

All exchange students have access to Bachelor courses (3 years).

ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters
STRB3-EE02UF	LES GRANDS DIRIGEANTS	2	2
STRB3-EE03UE	SOCIAL RESPONSIBILITY	2	1
STRB3-EE04UF	INNOVATION & ENTREPRENEURIAT SOCIAL	2	2

(1) Should have basics knowledge of finance or follow the intensive "Financial reporting and analysis"

Bachelor students having completed at least 2 years and Master students have access to Master electives.

ECTS CODE	DESCRIPTION	CREDITS	SEMESTER 1 = Sept.-Dec. 2 = Jan.-May 1 or 2 = available on both semesters
ACCMA-EE04UF	CONSOLIDATION	2	1
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2	1 or 2
ACCMA-EE14UF	LE REFERENTIEL COMPTABLE INTL IAS/IFRS (PARCOURS EXP. COMPT.)	2	2
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I	2	1 or 2
ACCMA-EE38UF	CONTROLE DE GESTION APPROFONDI II (PARCOURS EXPERTISE COMPTABLE)	2	1
ACCMA-EE49UF	AUDITER UNE ASSOCIATION	2	2
ACCMA-EI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2	2
ACCMA-EI21UE	AUDIT TECHNIQUES	2	2
ACCMA-EI48UF	GESTION JURIDIQUE DE L'ENTREPRISE (PACOURS EXPERTISE COMPTABLE)	2	2
ACCMA-EI51UF	DROIT SOCIAL ET RESTRUCTURATION D'ENTREPRISE	2	2
ACCMA-EI53UE	FRAUD INVESTIGATION AND FORENSIC ACCOUNTING	2	2
ACCMA-PI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2	2
ACCMA-PI36UE	OPERATIONAL AUDITING	2	1
ENTMA-EI05UE	CREATIVITY MANAGEMENT	2	2
ENTMA-EI06UE	ENTREPRENEURIAL DECISION MAKING	2	2
ENTMA-EI10UE	NEW PRODUCT DEVELOPMENT AND DIFFUSION	2	1
ENTMA-EI11UE	NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT	2	1
ENTMA-EI12UE	COMPARATIVE MANAGEMENT	2	1
ENTMA-EI13UE	FINANCING ENTREPRENEURIAL VENTURES	2	1
ENTMA-EI14UE	SUSTAINABILITY MANAGEMENT & REPORTING	2	1
ENTMA-FI01UE	A-Z OF ENTREPRENEURSHIP	2	1
ENTMA-FI08UE	HOW TO WRITE EFFECTIVE BUSINESS PLANS	2	2
ENTMA-PE15UE	ENTREPRENEURIAL TEAM	2	2
FINMA-EE76UE	SYSTEMIC RISK	2	1
FINMA-EE81UE	MOOC INFRASTRUCTURE FINANCE (1)	2	1
FINMA-EI10UE	INTERNATIONAL FINANCE	2	2
FINMA-EI39UE	WORKING CAPITAL MANAGEMENT	2	2
FINMA-EI55UE	ENTREPRENEURIAL FINANCE	2	1
FINMA-EI57UE	ETHICS IN FINANCE	2	2
FINMA-EI64UE	OPTIONS & FUTURES II:PRICING	2	2
FINMA-EI83UE	INTERNATIONAL REAL ESTATE INVESTING	2	1
FINMA-EI84UE	FINANCIAL REGULATION AND COMPLIANCE	2	1
FINMA-EI86UE	CORPORATE INVESTMENTS	2	1
FINMA-PE63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES	2	2
FINMA-PI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2	2
FINMA-PI79UE	ADVANCED FINANCIAL STATEMENT ANALYSIS	2	1
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2	1
HRMMA-EI03UE	STRESS MANAGEMENT	2	1
HRMMA-EI04UE	PUBLIC MANAGEMENT AND ADMINISTRATION	2	1
HRMMA-EI05UE	AUTHENTIC LEADERSHIP DEVELOPMENT	2	1
HRMMA-EI06UE	GROUP DECISIONS MAKING AND ANALYSIS FOR MANAGERS	2	2
HRMMA-EI09UE	MERGERS AND ACQUISITIONS: MANAGING THE CHALLENGES	2	2
HRMMA-EI10UE	OPPORTUNITIES AND CHALLENGES OF AN HR LEADER	2	2
HRMMA-EI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2	2
HRMMA-EI12UE	CAREER DEVELOPMENT	2	2
HRMMA-EI13UE	ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD	2	1
HRMMA-EI20UE	MANAGING STAFF FLOWS: AN INTEGRATED HRM APPROACH	2	1
HRMMA-EI21UE	EMPLOYEE PERFORMANCE MANAGEMENT	2	2
HRMMA-EI22UE	PERFORMANCE & COMPENSATION	2	2
HRMMA-FE16UE	HUMAN RESOURCE DEVELOPMENT	2	1
HRMMA-FI15UE	PSYCHOLOGY OF EMPLOYEE SELECTION	2	1
HRMMA-FI23UE	TALENTS MANAGEMENT	2	2
HRMMA-PI19UE	COACHING SKILLS FOR MANAGERS	2	1
IBEMA-EE10UE	EUROPEAN INTEGRATION: MECHANISM & IMPLICATIONS	2	1
IBEMA-EE55UE	DOING BUSINESS IN ARABO-ISLAMIC COUNTRIES	2	1 or 2
IBEMA-EE72UE	SME'S IN THE DIGITAL ECONOMY : THE NEW DESIGN OF INDUSTRIAL PARTNERSHIPS	2	1
IBEMA-EE75UE	SUSTAINABLE DEVELOPMENT AND ENVIRONMENTAL ECONOMICS	2	1 or 2
IBEMA-EI56UE	MEASUREMENT OF WELL BEING AND EVALUATION OF PUBLIC POLICY	2	1
IBEMA-EI57UE	AN INTERNATIONAL COMPARISON OF HEALTH CARE SYSTEMS	2	2

Bachelor students having completed at least 2 years and Master students have access to Master electives.

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IBEMA-EI66UE	EMERGING MARKETS AND COUNTRY RISK EVALUATION	2	2
IBEMA-EI69UE	NETWORKS, CROWDS & MARKETS	2	1
IBEMA-EI71UE	THE ECONOMICS OF ADVERTISING	2	2
IBEMA-EI72UE	SME'S IN THE DIGITAL ECONOMY : THE NEW DESIGN OF INDUSTRIAL PARTNERSHIPS	2	2
IBEMA-FE74UE	MANAGERIAL ECONOMICS	2	1
IBEMA-FI66UE	EMERGING MARKETS AND COUNTRY RISK EVALUATION	2	1
ITCMA-EE01UE	DEVELOPING GLOBAL DEXTERITY	2	2
LANMA-CE17UE	PREPARATION FOR TOEIC	2	1
LANMA-EE14US	PREPARACION PARA DELE	2	1 or 2
LANMA-EE22US	CULTURES EN AMERIQUE LATINE DU XVè AU XXè SIECLE	2	2
MISMA-EI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	2	2
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2	2
MISMA-EI16UE	MANAGEMENT FLIGHT SIMULATORS	2	1
MISMA-EI42UE	MANAGING THE NET I: UNDERSTANDING ON-LINE BUSINESS	2	1
MISMA-EI44UE	CONTINUOUS INNOVATION	2	1
MISMA-EI49UE	MANAGING THE NET II: HOW TO CREATE YOUR ON-LINE BUSINESS LEVEL 2 (3)	2	1
MISMA-EI51UE	SAP FOR BUSINESS PROCESS MANAGEMENT	2	2
MISMA-EI52UE	SAP FOR SUPPLY CHAIN MANAGEMENT	2	1
MISMA-EI55UE	NEW ORGANIZATIONAL FORMS AND OPEN INNOVATION	2	2
MISMA-EI56UE	EXCEL EXPERT LEVEL	2	2
MISMA-EI58UE	RISK MANAGEMENT 1 INFORMATION SECURITY IN THE ENTERPRISE	2	2
MISMA-EI59UE	ERP SIMULATION	2	2
MISMA-FI45UE	IS PROJECT MANAGEMENT	2	2
MISMA-FI50UE	LATEST TRENDS IN IT USE (A): THE COMPANY VIEWPOINT	2	1
MKTMA-EE04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT	2	2
MKTMA-EE22UE	BECOMING A GOOD PRODUCT MANAGER	2	1
MKTMA-EE57UE	BUSINESS TO BUSINESS MARKETING	2	2
MKTMA-EE66UE	EXPERIENTIAL MARKETING	2	1
MKTMA-EE93UE	START UP MARKETING	2	2
MKTMA-EI06UE	DIRECT MARKETING	2	1
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2	1
MKTMA-EI11UE	INTERNATIONAL DIMENSION OF CONSUMER BEHAVIOUR	2	1
MKTMA-EI13UE	INTERNATIONAL MARKETING	2	2
MKTMA-EI15UE	LUXURY MARKETING	2	2
MKTMA-EI17UE	MARKETING IN NAFTA	2	2
MKTMA-EI21UE	PRODUCT DESIGN AND INNOVATION LEVEL 1	2	1
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2	1 or 2
MKTMA-EI26UE	SERVICES MARKETING	2	1
MKTMA-EI33UE	SPORT MARKETING	2	2
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2	1 or 2
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION	2	2
MKTMA-EI63UE	NEW PRODUCT DEVELOPMENT	2	2
MKTMA-EI67UE	MARKETING COMMUNICATION STRATEGY	2	2
MKTMA-EI70UE	HIGH TECHNOLOGY MARKETING	2	1
MKTMA-EI75UE	VIRAL MARKETING:FROM WORD OF MOUTH TO SOCIAL MEDIA	2	1
MKTMA-EI78UE	CORPORATE SOCIAL RESPONSABILITY & MARKETING	2	2
MKTMA-EI79UE	NEUROMARKETING	2	2
MKTMA-EI80UE	24 HOUR CUSTOMER RELATIONSHIP CHALLENGE (2)	2	1
MKTMA-EI84UE	ADVERTISING AND COMMUNICATION MANAGEMENT	2	2
MKTMA-EI85UE	MARKETING STRATEGY	2	2
MKTMA-EI87UE	BRANDS AND SOCIAL MEDIA	2	2
MKTMA-EI88UE	MARKETING TO EMERGING MARKETS	2	2
MKTMA-EI92UE	BRAND COMMUNICATION STRATEGY	2	2
MKTMA-EI94UE	TRADE & SHOPPER MARKETING	2	2
MKTMA-PE04UE	CRM / CUSTOMER RELATIONSHIP MANAGEMENT (2)	2	1
MKTMA-PI13UE	INTERNATIONAL MARKETING	2	1
MKTMA-PI71UE	SEARCH ENGINE MARKETING & ONLINE ADVERTISING (PPC & SEO)	2	1
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2	1
NEGMA-EE07UE	BUSINESS ENGLISH FOR NEGOTIATION	2	1
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2	2
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2	2

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NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2	1
NEGMA-EI11UE	KEY CUSTOMER RELATIONS MANAGEMENT	2	1
NEGMA-EI12UE	INTERNAL SELLING	2	2
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2	1
NEGMA-EI19UE	INTERNATIONAL NEGOTIATION AND DIPLOMACY	2	1
NEGMA-EI20UE	E-NEGOCIATION	2	1
NEGMA-EI22UE	MANAGING CONFLICT THROUGH MEDIATION	2	1
NEGMA-EI23UE	PROFESSIONAL SELLING SKILLS AND PERSONAL SALES PERFORMANCE	2	2
NEGMA-EI26UE	BUSINESS ETHICS IN COMMERCE	2	2
NEGMA-EI31UE	DECISION GAMES AND NEGOTIATION	2	1 or 2
NEGMA-EI32UE	LEADERSHIP AND INNOVATIVE NEGOTIATION	2	2
NEGMA-EI33UE	STRATEGIC PURCHASING	2	2
NEGMA-EI34UE	NEGOTIATOR PSYCHOLOGY, TACTICS AND ETHICS	2	1
NEGMA-EI35UE	NEGOTIATION PLANNING AND STRATEGY	2	1
NEGMA-EI36UE	PURCHASING IN PRACTICE	2	1
NEGMA-EI39UE	PURCHASING SKILLS	2	2
NEGMA-FI24UE	PRACTICAL NEGOTIATION SKILLS	2	1 or 2
NEGMA-PI02UE	SALES MANAGEMENT	2	1
NEGMA-PI23UE	PROFESSIONAL SELLING SKILLS AND PERSONAL SALES PERFORMANCE	2	1
OPPSMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2	2
OPPSMA-EI07UE	INTERNATIONAL TRANSPORTATION, SHIPPING & LOGISTICS	2	1
OPPSMA-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2	1
OPPSMA-EI33UE	HEALTH CARE SERVICE MANAGEMENT	2	1
OPPSMA-EI42UE	PRODUCTION AND CAPACITY PLANNING	2	2
OPPSMA-EI45UE	INVENTORY MANAGEMENT	2	1
OPPSMA-EI46UE	INTERNATIONAL GREEN LOGISTICS	2	2
OPPSMA-EI57UE	OPERATIONAL EXCELLENCE AND TRANSFORMATION	2	2
OPPSMA-EI65UE	PERFORMANCE METRICS	2	1
OPPSMA-EI68UE	REVENUE MANAGEMENT AND PRICING	2	1
OPPSMA-EI70UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2	1 or 2
OPPSMA-EI71UE	PURCHASING & SOURCING	2	2
OPPSMA-EI72UE	THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED	2	2
OPPSMA-EI73UE	MINDFULNESS - THE ART OF MANAGING RISK AND UNCERTAINTY	2	1
OPPSMA-EI74UE	SUSTAINABLE OPERATIONS MANAGEMENT	2	2
OPPSMA-EI75UE	GAME-THEORETIC APPLICATIONS IN OPERATIONS MANAGEMENT	2	2
OPPSMA-EI76UE	SALES AND OPERATIONS PLANNING (S&OP)	2	1
OPPSMA-PI69UE	ADVANCED PROJECT MANAGEMENT	2	2
STRMA-EI05UE	GAME THEORY IN BUSINESS	2	2
STRMA-EI09UE	SUSTAINABILITY LEADERSHIP	2	1
STRMA-EI12UE	CREATING STAKEHOLDER VALUE: NEW MODELS OF BUSINESS IN SOCIETY	2	1

(1) Online course

(2) You can choose only one course between these two options

(3) Prerequisite : Managing the Net I