

PRESS KIT



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Ten key points to describe IESEG

1. **IESEG** was founded in Lille, France in 1964. It is a member of the « Conférence des Grandes Ecoles ». **Today, it ranks among the 10 top Management Schools** in France.
2. **IESEG was the first French Management School offering a 5-year course after secondary school, in compliance with international standards.**
Our diploma, certified by the French Education Ministry, delivers the Master's degree. Our students are admitted after competitive examinations (ACCESS competitive examinations base).
3. **The objective of IESEG** is to educate world companies' executives and managers, as players actively involved in the determination of new directions in a constantly changing world. For the Master's course, **IESEG offers 8 specialist subjects**: marketing, finance, human resources management, information systems management, operations management, auditing & control, international negotiation, general management.
4. **Resolutely turned to the world, IESEG was the first Management School offering a Master's course fully taught in English. The school includes 75% foreign permanent professors. All classes are delivered in English from the 3rd year.** In total, more than 200 management lessons are given in English.
5. IESEG benefits from a network of **140 partner universities in 38 countries**. 80% IESEG students will study abroad for one year.
6. **IESEG lays strong emphasis on Research.** Since 2001, its professors and researchers published more than 100 articles in international scientific journals. With HEC, IESEG is the only French Management School whose research centre (IESEG Research) is included in a CNRS laboratory (*Lille Economie et Management- LEM- UMR- CNRS 8179*).
7. **Personal development is one of the strong focuses of teaching at IESEG.** The school relies on innovative educational methods.
8. **IESEG has grown dramatically for five years.** This development is illustrated, in particular, by the rapid increase in the number of students (2,000 students in 2009/2010, against 615 in 2000) and by the opening of a campus in Paris in September 2008.
9. **IESEG is part of the Lille Catholic University** which is one of the education institutions in France most comparable to major universities in the Anglo-Saxon world, in view of its organisational mode, dimensions, facilities, resources and influence.
10. **IESEG is a member of the « Conférence des Grandes Ecoles », EMFD** (European Foundation for Management Development) **and AACSB** (Association to Advance Collegiate Schools of Business), which recognise the quality and influence of the school.

Figures for the 2008-2009 academic year



- ✓ **2 campuses** (Lille – Paris La Défense)
- ✓ **8th-ranking Business School** in France
- ✓ **2,030 students**, including 500 first-year students
- ✓ **200 professors**, including:
 - 61 permanent professors (56 researchers)
 - 50 « visiting professors »
 - One hundred of freelance professors from the business world
- ✓ **75% of all 61 permanent professors** are foreigners and 80% hold a PhD
- ✓ **Qualifications offered:**
 - "Grande Ecole" course with 8 specialist subjects for the Master's degree
 - CPA-Executive MBA
 - Master of International Business
 - Summer Programme
 - A broad range of professional development courses
- ✓ **2,500 partner businesses**
- ✓ **More than 200 management lessons given in English**
- ✓ **1 research laboratory** (IESEG RESEARCH) incorporated into UMR – CNRS (LEM UMR CNRS 8179)
- ✓ **140 partner universities** in 38 countries
- ✓ **360 students abroad for academic stays**
- ✓ **More than 600 students doing work placements abroad**
- ✓ **400 foreign students on the campus in Lille**

One school, 2 campuses: Lille & Paris

The Lille campus

A campus in the town centre, using the facilities of Lille Catholic University

- Was founded in 1964
- 11,500 square meters' effective surface area in modern buildings in the centre of Lille
- 1,700 students in September for the 2008/2009 year
- 2 halls of residence for students
- 13 libraries
- Premises (work rooms, computer rooms, cafeterias...) accessible to students 24 hours a day and 7 days a week with an access badge
- A sports complex extending over 7 hectares

The Paris campus

September 2009 At the heart of « La Défense », the « Grande Arche » campus

- 6,000 square meters' effective surface area at the heart of the business district of La Défense
- 300 students for the 2009/2010 year
- 13 lecture halls
- 10 work rooms
- 3 multimedia rooms
- 350-square meter library
- 1 cafeteria
- Premises for associations

In 2009, the campus of Paris-La Défense receive 1st and 2nd year students. Eventually, the Paris campus will offer a full 5-year "Grande Ecole" course, like the campus of Lille.

Our strong points

1. A pioneering management school introducing a five-year course

5-year studies (3-year Bachelor's course & 2-year Master's course) in compliance with international standards

IESEG introduced a 5-year course more than twenty years ago.

IESEG recently took a fresh look at and reorganised the structure of its course, so it may fall in line with international standards recommended by the reform of Bologna, on the European standardisation of qualifications.

Facing a changing higher education system – and developments affecting classes preparing students for entrance exams to the « Grandes Ecoles » in particular – the “LMD” format structure of courses given by IESEG is an increasingly sought-after alternative to traditional Business Schools. The school is academically renowned for this structure far beyond the borders of France.

Benefits of a 5-year course

The 5-year course organisation makes it possible to:

Develop a far-reaching knowledge and expertise learning process structured in a consistent manner.

Students have the time to thoroughly explore all major management subjects and participate in significant internationalisation and professionalisation experiences.

The 5-year « Grande Ecole » course, in compliance with international standards, **makes IESEG's programmes clearer and easier to apprehend**

- **For foreign students**, which makes the school even more attractive
- **For foreign recruiters**, so graduates may have a definite edge

2. A model that draws in increasing numbers of students

In 4 years, the number of applications for IESEG 1st year entrance exams has increased twofold

For the third year in a row, IESEG registered a significant increase in the number of applications for the 1st year entrance exams of its “Grande Ecole” course. In 2009, **5,378** final year secondary school students chose to take the ACCESS entrance competitive exams to IESEG (i.e. **a 10% increase against the 2008 figure**).

Year	Number of registered applicants taking the entrance exams	Number of 1st year admissions
2005	2,534	280
2006	3,013	280
2007	4,030	380
2008	4,886	465
2009	5,378	465

3. 75% permanent professors are foreigners: the global village as a daily experience

The English language prevails as work tool

- From the first year, a Management course is given in English.
- **100% lessons are given in English** for the 3rd year of the Bachelor's course and for all 2 Master's years

A high level international teaching staff

- **75% permanent professors come from abroad** (15 nationalities are represented)
- **80%** of them hold PhD's
- **50 « visiting professors », from 35 universities**

Life & work experience abroad

	1st year	2 nd year	3rd year	4 th year	5th year
Studies abroad	-	2 SEMESTERS Of international exchanges		1 or 2 SEMESTERS Of international exchanges	
Work placements	A <u>compulsory</u> 4-month work placement abroad				

In total, a student may spend two years abroad, not to mention the period taken to write the dissertation required for graduation or the year of transition, which may also be spent outside France.

In 2008-2009, 272 students left for academic stays in **38 different countries**. In total, **80% students** in any promotion have spent at least one semester in any of our **140 partner universities** around the world.

An increasing number of foreign students

- IESEG 5-year course, in compliance with international standards, makes it easier for students around the world to understand courses, which are thereby made more attractive.
- During the 2008-2009 academic year, **250 foreign students** stayed and attended classes at IESEG as part of an academic exchange scheme or in connection with the MIB (Master of International Business) course.
- IESEG campus is one of the most multicultural in France, with 20% foreign students representing 25 nationalities.

4. Personal development at the heart of the course

To educate future executives and managers who, as players determining new directions, will ensure the development of businesses in an increasingly complex international environment, IESEG lays strong emphasis on personal development as part of its course: development of creativity, artistic discovery workshops...

Educational innovations at the service of students

Theatrical performance as management educational tool

The objectives of drama lessons delivered at IESEG are to help students achieve self-knowledge and self-assertion, and develop interpersonal skills and the capacity to express themselves. These are incidental managerial competences: developing relations with the others, capacity to carefully listen to the others, interactions; taking clear stands; developing their capacity to convince and engage people; management of unexpected events and contradictions...

« In Vivo Management »

Under the « In Vivo Management » programme, which was developed with a management consulting firm, 1st-year **students** are **coached by Master course students**. Managers first attend a one-day training session to be prepared to assume this role as manager for « first year » students, in addition to seminars dedicated to Management included in the curriculum.

Tailor-made personal assessment

The « tailor-made personal assessment » designed for 2nd and 3rd year students enables students to think of what they would like to do after graduation. 5 work sessions are planned with consultants from the business world to determine areas and industries where they would like to work, meet people from the trade selected, value skills gained during their course, and work on their resumes and practice for employment interviews.

Work Project

At IESEG, a team of 3 permanent advisors work within the *Corporate Relations* Department to assist and guide students, to help them formalise their work projects:

- At a number of seminars, students are induced to think of all factors which may help them determine their work project: family background, interests, knowledge of the market...
- All various positions accessible as first jobs are described to students, as well as the « culture » of major industries.
- Students will take a **personality test – MBTI** - based on the K.G. JUNG approach, so they may understand how they « operate » in psychological terms and determine the effects of such operating mode upon their decisions at work.
- Students will have a personal meeting to define in more precise terms, amend and enrich their projects.

At the end of such seminars held during a number of semesters, each student should be able to develop an optimised research strategy to make a successful entry into the business world.

5. State-of-the-art academic research

✓ *IESEG Research: a recognised expertise*

Among all 61 IESEG permanent professors, 56 also conduct researches: they are the members of IESEG Research centre. The objective of this centre is to make knowledge advance in the various fields of management and applied economics.

Its members publish articles in the best international scientific journals and their studies and publications are regularly rewarded by the scientific community. For example, IESEG Research teams have published 112 research articles in scientific journals having reading committees listed by the CNRS since 2001.

✓ *A CNRS laboratory since 1985*

With HEC, IESEG is the only French Management school involved in a « Unité Mixte de Recherche » with the CNRS: LEM, « Lille – Economie et Management » (LEM UMR CNRS 8179).

✓ *International scientific conferences planning*

In less than 3 years, IESEG has been selected by international organisations to plan **3 renowned world conferences in 3 different research fields:**

- 10th European Workshop on Efficiency and Productivity Analysis (June 2007)
- 9th International Conference on Human Resource Development across Europe, University Forum for Human Resource Development (May 2008)
- Fourteenth Biennial Cultural Perspectives in Marketing, Conference of the Academy of Marketing Science (spring 2010)

✓ *Some research subjects developed by IESEG RESEARCH*

Marketing

- Brand-loyalty and customer loyalty development strategies
- Cultural influences on the behaviour of consumers
- Children's marketing and ethics

Human Resources Management

- Comparative study of the management systems of several countries
- International comparison of vocational training systems

Applied micro-economics and industrial economics

- Efficiency, productivity & benchmarking
- Land use planning issues

➡ See in Appendix, p.18, research articles published by IESEG Research teams in journals listed by the CNRS (for all publications, please visit www.ieseg.fr, section: IESEG Research)

6. Close links with the corporate world

✓ *Professors from the corporate world*

120 experts in their industry, holding key positions in businesses, deliver courses at IESEG. They give lectures as « junior fellows », lecturers or coordinators of thematic seminars.

✓ *Professional Advisory Boards*

IESEG set up a Professional Advisory Board (PAB) in 2005. This genuine **think-tank and action-planning body** includes permanent and part-time professors and corporate executives. The PAB is actively involved in the development of course curricula. Its members review lessons, one module after the other, and express recommendations to adjust contents. This shared work helps the teaching staff think of course developments, so the course may adjust to changes affecting businesses.

Creation of a professional development pole - « Executive & Management » (CPA Executive MBA)

In September 2007, IESEG constitutes a pole of excellence dedicated to the professional development of executives and managers. This new organisation offers, among other things, the renowned CPA Executive MBA course, which enables experienced executives and managers to practice reflection and strategic decision-making.

✓ *« IESEG Conseil », the Junior Enterprise*

IESEG Conseil, which is fully managed by students, was recently elected as the most dynamic “Junior Enterprise” in France.

Courses

1. A 5-year « Grande Ecole » course

- This course is divided into 10 semesters. All last 4 semesters are **flexible and fully custom-made** depending on the student's work project.

✓ *The 8 specialist fields of the Master's course are as follows:*

















- Marketing
- Finance
- Human resources management
- Auditing & control
- Information systems management
- Operations management
- International Negotiation
- General management



Possibility to stay abroad or do a work placement abroad



Lessons are given in English

BACHELOR'S COURSE			MASTER'S COURSE 7 MSc courses in English	
Year 1	Year 2	Year 3 	Year 4 	Year 5 
Semester 1 	Semester 3 	Semester 5 	Semester 7 	Semester 8 or 9 
Semester 2 	Semester 4 	Semester 6 	Semester 8, 9 or 10 <i>Work placement as executive</i> 6 months 	Semester 9 or 10 <i>Dissertation or consulting project</i> 6 months 
<i>Work placement as worker</i> 1 month 	<i>Work placement as salesperson</i> 1 month 	<i>Operational work placement</i> 2 months 		

✓ *A tailor-made course*

In order to complement their general management education, students can select « **tailor-made** » **courses from the 3rd Bachelor's year**. These selected subjects serve a number of objectives: professionalisation, general culture/opening (in particular to the European Union), improvement of basic knowledge, personal development, and improvement of English focused on specific topics. Selected subjects account for 15% funds dedicated to third year's studies.

Master's selected subjects aim at specialisation and represent approximately 50% of funds allocated to the two semesters' courses. IESEG offers approximately **170 selected subjects distributed among all 8 courses of study**. Each student will choose his/her degree of specialisation and the sequence of his/her course. In addition to selected courses, each student will attend a research seminar in his/her area of expertise, a strategy seminar with the analysis of a business, and write his/her research dissertation dedicated to his/her specialist subject. Students will also attend courses from the common core curriculum dedicated to key issues (ethics, how to manage change, governance...)

✓ *A professionalisation process via work placements*

From assembly-line work to « *junior executive* » assignments, IESEG has implemented a flexible work placement sequence over all five years of the course.

Work placements for the Bachelor's course

They are done at levels from one year to three years' higher education. They enable students to gain insight into the corporate world and define their work projects:

- ▶ **Work placement as worker** at one year's higher education level (at least 1 month) to experience low skilled or unskilled work. The student will discover the labour world, apprehending human and social relations that exist within a business.
- ▶ **Commercial work placement** at two years' higher education level (at least 1 month) to apprehend and experience sales actions in the field.
- ▶ During the **operational work placement** at three years' higher education level (at least 2 months), the student will identify and take further his/her work project by assuming operational tasks in the fields of management.

At the end of the Bachelor's course, a student may spend **one full transition year in an organisation**.

Work placements / studies during the Master's course

At four/five years' higher education level, the student apprehends executive duties and responsibilities via a long-term work placement and undertakes an applied research work:

- ▶ **The executive work placement** (6 months) enables the student to develop analysis and decision-making capacities. This long-term assignment gives the student the opportunity of gaining an initial experience as junior executive.
- ▶ The student will write a **dissertation for graduation** (applied research on a corporate issue) or develop a more operational consulting project.

2. MIB (Master of International Business)

- One-year course for an international audience
- 8 units, each including 6 ECTS credits. Basic international management knowledge is taught with a strong focus on intercultural management
- Selected subjects enable students to follow a more personal course
- The Master's degree requires a work placement of at least two months

3. Twinning Programme - Loyola College in Chennai

- In 2006, IESEG signed a cooperation agreement with the Loyola College of Chennai, a major Indian university.
- The first two years of IESEG Bachelor of Business Administration course are fully taught in India to Indian students. **In September 2008, a full promotion came to France to complete the Bachelor's programme at IESEG.**
- 2 other Twinning Programmes had also been established in India and in Madagascar.

4. International Summer Academy

- In 2008, a summer programme was introduced for foreign students and young graduates
- 4 weeks' intensive classes in English: « European Business and Management »
- French and inter-cultural communication classes

5. CPA Executive MBA & professional development

- In September 2007, a professional development pole was created
- Courses offered include the CPA Executive MBA course aimed at experienced executives and managers.

Opportunities and inclusion of alumni

✓ *Jobs and salaries*

According to the **survey on the inclusion of alumni into the world of work** conducted in January 2008 by the « Conférence des Grandes Ecoles » (CGE) with young alumni from the 2008 promotion.

68% graduates holding jobs had signed their work contracts before the end of their studies, 17% less than 2 months after the end of their studies, 11% within 2 to 4 months and 4% between 4 and 6 months after their studies. 46% working alumni in the promotion are based abroad, 32% in the Ile-de-France and 22% in French regions.

The average salary upon employment for IESEG alumni is € 32,500, and increases to € 39,000 after three years' service.

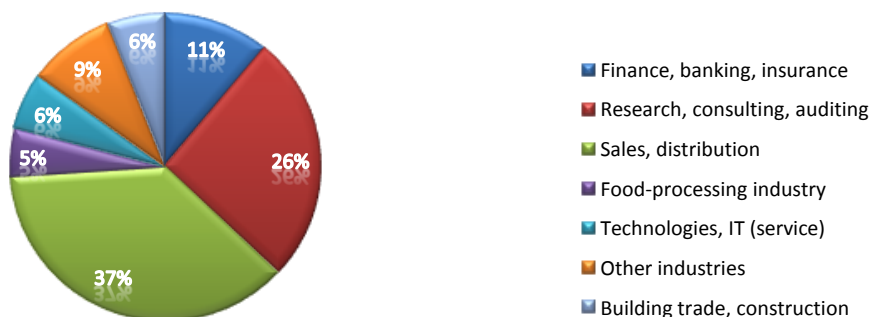
✓ *Areas of expertise*

With competences and know-how developed as part of the course, IESEG alumni hold jobs in many different trades. IESEG alumni are distributed among three categories:

- **30 % work in business trades:** purchasing, selling, international trading, marketing...
- **33 % in trades related to figures and finance:** audit, control, management, finance...
- **11% as General Director**
- **26 % in various other trades:** HR's, logistics, information systems, consulting, guidance, teaching...

This distribution illustrates the general character of the education delivered in the "Grande Ecole" course of IESEG.

Major industry segments where IESEG alumni are employed:



✓ *Major recruiters of IESEG alumni*

- AUCHAN
- DECATHLON
- PRICEWATERHOUSE
- ERNST & YOUNG
- CAPGEMINI
- CIC
- KPMG
- BNP Paribas
- SOCIETE GENERALE

✓ *The network of alumni (www.anciens-ieseg.com)*

The association of Former IESEG Students (AAIESEG) forms a **network of 2,937 alumni**.

Objectives of the AAIESEG

- Make alumni better known to companies
- Create links between alumni
- Encourage relations between alumni
- Help alumni as they search for jobs
- Develop relations between alumni and students

AAIESEG's actions for alumni

- **Website:** www.anciens-ieseg.com
 - On-line directory
 - Vacancies
 - Press review
 - Network and IESEG news
 - Schedule
 - Births
 - Picture library
- **Monthly newsletter**
- **Planning inter-promotion meetings in each city...**

AAIESEG and alumni's actions for students

- Planning Trade Conferences (testimonials from alumni on their duties and responsibilities, careers, discussions with students)
- Sponsoring students
- Receiving trainees
- Sending vacancies
- Participation of alumni in admission boards

APPENDICES

Research Articles published in 2008/2009 In journals listed by the CNRS

Revue	Auteur	Titre	Date de parution	Catégorie / Thématique
Mathematical Social Sciences, 55, pp. 258-271.	Larbani, M., Nessah, R.	A Note on the Existence of Berge and Berge-Nash Equilibria	March 2008	2 ThEco
European Journal of Information Systems, 17(2), pp. 143-155	Carugati, A.	Information system development activities and inquiring systems: an integrating framework	April 2008	1 SI
Journal of Risk and Uncertainty, 36(3), pp. 267-276	Crainich, D., Eeckhoudt, L.	On the Intensity of Downside Risk Aversion	Juin 2008	2 Fin
Finance, Revue de l'association française de finance, 29, pp. 31-52	Oosterlinck, K., Ureche-Rangau, L.	Multiple Potential Payers and Sovereign Bond Prices	Juin 2008	2 FIN
Economic Modelling, 25, (4), pp. 585-604	Sami, H. , Crifo, P.	Entrepreneurship turnover and endogenous returns to ability	July 2008	2 GEN
Journal of International Financial Markets, Institutions and Money, 18(3), pp. 216-235	Ané, T., Ureche-Rangau, L.	Does trading volume really explain stock returns volatility?	July 2008	3 Macro
Journal of Productivity Analysis, 30, pp. 1-6	Stefanou, S.E., Kerstens, K.	Applied Production Analysis Unveiled in Open Peer Review: Introductory Remarks	August 2008	3 RO
Journal of the Academy of Marketing Science, 36(3), pp. 337-358	Antico, M. , Moenaert K. R., Lindgreen, A., Wetzels, M.G.M.	Organizational antecedents to and consequences of service business orientations in manufacturing companies	September 2008	2 MKG
Journal of Macroeconomics, 30, pp. 1064-1084	Berger, W.	Monetary policy rules and the exchange rate	September 2008	2 Macro
Journal of Retailing and Consumer services, Vol. 15, pp. 386-398.	Demoulin, N. , Zidda, P.	On the impact of loyalty cards on store loyalty: Does the customers' satisfaction with the reward scheme matter?	September 2008	3 MKG
Journal of Retailing, 84,3, pp 354-369	Vanhamme, J. , de Bont, C.	«Surprise Gift» Purchases: Customer Insights from the Small Electrical Appliances Market	September 2008	2 MKG
Journal of Derivatives, 16(1), pp. 75-80	Meng, L. , Gwilym, O.	The determinants of CDS Bid-Ask Spreads	Automne 2008	3 Fin
Recherche et Applications en Marketing, 23(3), pp. 115-141	Vanhamme, J.	La relation surprise-ravissement revisitée à l'aune du marketing expérientiel	2008	2 MKG
International Journal of Finance and Economics, 13(4), pp. 307-322	Durré, A. , Nardelli, S.	Volatility in the euro area money market: effects from the monetary policy operational framework	October 2008	3 Macro
Economics Letters, 101(1), pp. 57-59	Eeckhoudt, L. , Pestieau, P.	A note on longevity enhancing investment	October 2008	3 GEN
Journal of Monetary Economics, 55(7), pp. 1329-1336	Eeckhoudt, L. , Schlesinger, H.	Changes in risk and the demand for saving	October 2008	1 Macro
Journal of International Financial Markets, Institutions and Money, 18, pp. 326-343	Ané, T., Ureche-Rangau, L. , Gambet, J.B., Bouverot, J.	Robust outlier detection for Asia-Pacific stock index returns	October 2008	3 Macro
Journal of Product Innovation Management, 25, pp. 528-545	Antico, M. , Moenaert K. R., Lindgreen, A.	Reducing On-going Product Design Decision-Making Bias	November 2008	1 Innov
Journal of the Academy of Marketing Science, 36(4), pp. 501-521	Antico, M. , Moenaert K. R., Lindgreen, A., Wetzels, M.G.M.	Integrating service and design: the influences of organizational and communication factors on relative product and service characteristics	December 2008	2 MKG
Economics Letters, 101, pp. 265-267	Berger, W. , Kißmer, F.	Optimal Interest Rate Policy During Asset Price Booms: The Mirage of 'Benign Neglect'	December 2008	3 GEN
Journal of Health Economics, 27(6), pp. 1594-1604	Bleichrodt, H., Crainich, D. , Eeckhoudt, L.	Aversion to health inequalities and priority setting in health care	December 2008	1 SANT
International Journal of Health Care Finance and Economics, 8(4), pp. 245-256	Crainich, D. , Leleu, H. , and A. Mauleon, A.	The Optimality of Hospital Financing System: The Role of Physician-Manager Interactions	December 2008	3 SANT
Electronic Journal of Information Systems Evaluation, 11(3), pp. 185-196	Goethals, F.G.	Important Issues for Evaluating Inter-organizational Data Integration Configurations	December 2008	4 SI

Journal of Management Inquiry, 17(4), pp. 381-396	Malloch, H., Kleymann, B., Angot, J.	The Dynamics of a Variably Coupled Social System: The Case of the Compagnons du Devoir	December 2008	3 StratMan
Recherche et Applications en Marketing, 23(4), pp. 7-35	Swaen, V., Chumpitaz, R.	L'impact de la responsabilité sociétale de l'entreprise sur la confiance des consommateurs	December 2008	2 MKG
Journal of the Operational Research Society, 60(1), pp. 72-78	Boussemart, J.-P., Briec, W., Leleu, H.	Linear Programming Solutions and Distance Functions Under a Constant Returns to Scale Technology	January 2009	2 RO
The International Journal of Human Resource Management, 20(1), pp. 96-111	Giangreco, A., Sebastiano, A., Peccei, R.	Trainees' Reactions to Training: An Analysis of the Factors Affecting Overall Satisfaction with Training	January 2009	3 GRH
Omega: The International Journal of Management Science, 37(1), pp. 50-62	Briec, W., Kerstens, K.	Multi-Horizon Markowitz Portfolio Performance Appraisals: A General Approach	February 2009	3 RO
Revue Economique, 60(2), pp. 471-488	Crainich, D., Leleu, H., Mauleon, A.	Impact du passage à la tarification à l'activité. Une modélisation pour l'hôpital public	March 2009	3 GEN
Journal of International Money and Finance, 28(2), pp. 187-197	Wang, P.J., Wang, P.	Does a "Correct" Parameter Estimate Tell a Better Story about Foreign Exchange Market Efficiency?	March 2009	2 Macro
Post-communist Economies, 21(1), pp. 65-84	Bollaert, H., Dilé, A.	Changes in Corporate Governance Quality in Estonia between 1999 and 2007	March 2009	2 DevTrans
Journal of Business Ethics, 85, pp. 445-462	Lindgreen, A., Antiocho, M. , Harness D, van der Sloot R	Purchasing and Marketing of Social and Environmental Sustainability for High-Tech Medical Equipment	April 2008	3 StratMan
Quarterly Review of Economics and Finance, 49(2) pp. 239-252	Sami, H.	Random Monitoring in Financing Relationships	May 2009	3 OrgInd
Economic Modelling 26(3), pp. 597-600	Briec, W., Kerstens, K.	The Luenberger Productivity Indicator: An Economic Specification Leading to Infeasibilities	May 2009	2 GEN
Journal of Economic Theory, 144(3), pp. 994-1003	Schlesinger, H. Eeckhoudt, L. , Tsetlin, I.	Apportioning of Risks via Stochastic Dominance	May 2009	1 GEN
Systèmes d'information et management, 1(14), pp. 37-74	Goethals, F., Leclercq, A., Carugati, A.	On the unexpected differences in media usage in purchasing in France and in Flanders	July 2009	2 SI
Journal of Applied Statistics, 36(7), pp. 779-799	Ureche-Rangau, L. , De Rorthays, Q.	More on the volatility-trading volume relationship in emerging markets: The Chinese stock market	July 2009	3 ThEco
European Journal of Marketing, 43(7/8), pp. 1053-1075	Papariodamis, N. , Guenzi P.	An empirical investigation into the impact of relationship selling and LMX on salespeople's behaviours and sales effectiveness	July 2009	4 MKG
Mathematical Social Sciences, 58(1), pp. 1-7	Eeckhoudt, L. , Etner, J., Schroyen, F.	The values of relative risk aversion and prudence: a context-free interpretation	July 2009	2 ThEco
Environmental and Resource Economics, 43, pp. 573-590	Kjærsgaard, J., Vestergaard, N., Kerstens, K.	Ecological Benchmarking to Explore Alternative Fishing Schemes to Protect Endangered Species by Substitution: The Danish Demersal Fishery in the North Sea	August 2009	2 AgrEnEnv
European Journal of Operational Research, 197(1) pp. 332-339	Boussemart, J.-P. , Briec, W., PeyPOCH, N., Tavera, C.	α -Returns to Scale and Multi-Output Technologies	August 2009	1 RO
International Journal of Production Economics, 120(2), pp. 585-594	Dervaux, B., Leleu, H. , Miniville, E., Valdmanis, V., Aegerter, P., Guidet, B.	Performance of French Intensive Care Units: A Directional Distance Function Approach at the Patient Level	August 2009	1 LOG
International Journal of Production Economics, 121(2), pp. 203-211	Leleu, H. , Briec, W.	A DEA Estimation of a Lower Bound for Firms' Allocative Efficiency Without Information on Price Data	September 2009	1 LOG

Journal of Retailing, 85(3), pp. 391-405	Demoulin, N., Zidda, P.	Drivers of Customers' Adoption and Adoption Timing of a New Loyalty Card in the Grocery Retail Market	September 2009	2 LOG
Economics Letters, 105(1), pp. 46-48	Eeckhoudt, L., Schlesinger, H.	On the utility premium of Friedman and Savage	October 2009	3 GEN
Journal of Productivity Analysis 32(2), pp. 103-117	Ferrier, G., Leleu, H., Valdmanis, V.	Hospital Capacity in Large Urban Areas: Is There Enough in Times of Need?	October 2009	3 RO
Journal of Fixed Income, 18 (3), pp. 33-46	Meng, L., Gwilym, O., Varas, J.	Volatility Transmission among the CDS, Equity, and Bond Markets	Hiver 2009	3 Fin
Journal of the Operational Research Society, 60(12), pp. 1730-1737	Leleu, H.	Mixing DEA and FDH models together	December 2009	2 RO
European Journal of Operational Research, 201(2), pp. 593-600	Tütüncü, G. Y.	An Interactive GRAMPS Algorithm for the Heterogeneous Fixed Fleet Vehicle Routing Problem with and without Backauls	March 2010	1 RO
Journal of Banking and Finance	Arisoy, E.	Volatility Risk and The Value Premium: Evidence from the French Stock Market	fothcoming	2 FIN
Manchester School	Briec, W., Kerstens, K.	The Hicks-Moorsteen Productivity Index Satisfies the Determinateness Axiom	fothcoming	3 GEN
Journal of Economic Dynamics and Control	Briec, W., Kerstens, K.	Portfolio Selection in Multidimensional General and Partial Moment Space	fothcoming	2 Macro
Swiss Journal of Economics and Statistics	Berger, W.	International Policy Coordination and Simple Monetary Policy Rules	fothcoming	4 GEN
International Journal of Production Economics	Leleu, H., Briec, W.	A DEA Estimation of a Lower Bound for Firms' Allocative Efficiency Without Information on Price Data	fothcoming	1 LOG
Journal of Futures Markets	Gwilym, O.A., Meng, L.	Size clustering in the FTSE-100 index futures market	fothcoming	3 FIN
International Journal of Business	Ureche-Rangau, L., Ouertani, N.	Corporate Default Analysis in Tunisia Using Credit Scoring Techniques	fothcoming	3 OrgInd
European Journal of Marketing	Antioco, M., Kleijnen, M.	Consumer Adoption of Technological Innovations: Effects of Psychological and Functional Barriers in Lack versus Presence of Content Situations	fothcoming	4 MKG
Database for Advances in Informations Systems	Goethals, F.G., Carugati, A., Leclercq, A.	Differences in e-commerce Behavior between Neighboring Countries	fothcoming	4 MKG
Recherches Economiques de Louvain	Cherchye, L., Kuosmanen, T., Leleu, H.	Technical and economic efficiency measures under short run profit maximizing behavior	fothcoming	3 GEN
Annals of Operations Research	Denuit, M., Eeckhoudt, L., Rey, B.	Some consequences of correlation aversion in decision science	fothcoming	2 RO
Economic Theory	Denuit, M., Eeckhoudt, L., Menegatti, M.	Correlated Risks, Bivariate Utility and Optimal Choices	fothcoming	1 ThEco
Personnel Review	Giangreco, A., Carugati, A., Sebastiano, A.	Are we Doing the Right Thing? Food for Thought on Training Evaluation and its Context	fothcoming	3 GRH
Annals of Operations Research	Chumpitaz, R., Kerstens, K., Paparoidamis, N., Staat, M.	Hedonic price function estimation in economics and marketing: revisiting Lancaster's issue of "noncombinable" goods	fothcoming	2 RO
International Journal of Human Resource Management	Giangreco, A., Carugati, A., Sebastiano, A., Della, D.	Trainees' reactions to training: Shaping groups and courses for happier trainees in an Italian context	fothcoming	3 GRH
Supply Chain Management: An International Journal	Maon, F., Lindgreen, A., Vanhamme, J.	Disaster Relief Operations and Humanitarian Logistics: A Theoretical Framework	fothcoming	4 LOG
Economie et Prévision	Sami, H., Joubert, N., Rulliére, J-L.	Le mieux, ennemi du bien: approche expérimentale du contrôle comme mécanisme de filtrage	fothcoming	3 GEN

Asia-Pacific Journal of Operational Research	Tütüncü, G. Y. , Eryilmaz, S.	Reliability Evaluation of Linear Consecutive-Weighted-k-out-of-n: F System	forthcoming	4 RO
Applied Economics	Wang, P.J.	An Examination of Business Cycle Features in UK Sectoral Output	forthcoming	2 GEN
Comptabilité Contrôle Audit	Deville, A., Leleu, H.	De nouvelles mesures pour comparer la performance opérationnelle et financière des agences bancaires	accepted	2 CPT
Journal of Advertising	Puntoni, S., Vanhamme, J. , Visscher, R.	Two birds and one stone: Purposeful Polysemy in Minority Targeting and Advertising Evaluations	accepted	3 MKG
Journal of Business Ethics	Lindgreen, A., Campbell, T. T., Swaen, V.	Benchmarking Corporate Social Responsibility Practices: Malawi and Botswana compared to the USA	accepted	3 GRH
International Transactions in Operational Research	Chemak, F., Boussemart, J.P. , Jacquet, F.	Farming system performance and water use efficiency in the Tunisian semi-arid region: Data Envelopment Analysis Approach	accepted	3 RO
Applied Economics	Boussemart, J.P. , Briec, W., Tavera, C.	More evidence on technological catching-up in the manufacturing sector	accepted	2 GEN
Journal of the Operational Research Society	Boussemart, J.P. , Briec, W., Leleu, H.	Linear Programming Solutions and Distance Functions Under alpha>Returns to Scale	accepted	2 RO
Theory and Decision	Eeckhoudt, L. , Rey, B.	Risk vulnerability: a graphical interpretation	accepted	2 ThEco
Management Science	Eeckhoudt, L. , Denuit, M.,	A general index for absolute risk attitudes	accepted	1* GEN

35 EQUIS and (or) AACSB accredited universities

From all 140 IESEG international partners

UNIVERSITE PARTENAIRE	EQUIS	AACSB
Arizona State University - Tempe AZ - USA		X
BI Norwegian School of Management – Oslo – NORWAY	X	
Bilkent University – Ankara - TURKEY		X
Canisius College - Buffalo NY - USA		X
Chinese University of Hong Kong -CHINA		X
Clarion University of Pennsylvania - Clarion PA – USA		X
Concordia University – Montreal -CANADA		X
Copenhagen Business School – DENMARK	X	
Cornell University - Ithaca NY - USA		X
Hong Kong Polytechnic University - CHINA	X	
Hong Kong University of Science and Technology – CHINA	X	X
Manchester Business School – UK	X	X
Marquette University - Milwaukee WI - USA		X
McMaster University – Hamilton - CANADA		X
North Carolina State University - Raleigh NC - USA		X
Pontificia Universidad Catolica de Chile – Santiago - CHILE		X
Rowan University - Glassboro NJ - USA		X
TEC de Monterrey - MEXICO		X
UA Universiteit Antwerpen - BELGIUM		X
Union Graduate College - Schenectady NY - USA		X
Universidade Católica Portuguesa – Lisboa - PORTUGAL	X	X
Université du Québec à Montréal (UQAM) - CANADA	X	
Université Laval – Québec - CANADA	X	X
University of Alberta – Edmonton - CANADA		X
University of California, Berkeley – USA		X
University of Hong Kong - CHINA	X	
University of Glasgow - UK		X
University of Leeds - UK	X	
University of Ljubljana - SLOVENIA	X	
University of Memphis – TE - USA		X
University of Queensland – Brisbane - USA	X	X
University of Richmond – VA - USA		X
University of San Francisco – CA - USA		X
University of South Carolina Aiken - Aiken SC - USA		X
University of Texas at El Paso – TX - USA		X

8th Management « Grande Ecole » in France

Global classification of business schools offering master's courses

CLASSEMENT GÉNÉRAL DES ÉCOLES MASTÉRISÉES					
RANG 2010	RANG 2009	ÉTABLISSEMENT	NOTE 2010	NOTE 2009	PREMIER NIVEAU D'ENTRÉE
1	1	HEC	1 000	863	Prépa
2	2	ESSEC	843	788	Prépa
3	3	ESCP Europe	800	710	Prépa
4	4	EM Lyon	763	678	Prépa
5	5	EDHEC	711	644	Prépa
6	6	Audencia	515	468	Prépa
7	6	ESC Grenoble	497	464	Prépa
8	8	Sup de co Reims	446	419	Prépa
8	10	Rouen Business School	445	404	Prépa
8	12	IESEG	444	371	Bac
11	8	Euromed Management	434	420	Prépa
12	11	ESC Toulouse	399	389	Prépa
13	13	ESC Bordeaux	390	331	Prépa
14	24	EM Strasbourg	366	238	Prépa
15	14	ESC Lille	353	325	Prépa
16	17	CERAM	340	292	Prépa
17	22	ESC Rennes School of Business	331	251	Prépa
18	15	ESSCA	325	306	Bac
18	19	ESG	324	270	Bac
20	15	ESC Tours-Poitiers	316	308	Prépa
21	22	ESC Montpellier	308	250	Prépa
21	17	Télécom École de management	303	292	Prépa
23	24	ISC	296	238	Prépa
23	21	INSEEC	294	258	Prépa
25	19	ICN Business School	284	272	Prépa
26	24	ESC Dijon	275	237	Prépa
27	24	EM Normandie	247	237	Bac
28	/	ESCE	231	/	Bac
29	28	ESC Clermont	215	203	Prépa
30	30	ESC La Rochelle	208	185	Prépa
30	/	EDC	204	/	Bac
32	31	ESC Amiens Picardie	196	178	Prépa
33	34	ESC Troyes	190	159	Prépa
33	/	ISG	188	/	Prépa
33	33	ESDES	187	171	Bac
36	28	ESC Bretagne-Brest	177	205	Prépa
36	31	Négocia Master	172	178	Bac + 3
36	/	ESIEE Management	170	/	Bac + 2
36	/	Advancia Master	168	/	Bac + 3
36	35	ESC Saint-Étienne	167	148	Prépa
41	35	ESC Chambéry	153	149	Prépa

Quand les notes successives diffèrent de 5 points ou moins, nous considérons les écoles ex aequo, mais elles sont citées dans l'ordre de leur score.
/ : ces écoles n'étaient pas dans le palmarès précédent.

L'Etudiant, novembre 2009

L'Express, 20th november 2009