

Courses for Incoming Exchange Students

SPRING 2019

LILLE & PARIS

Courses

Use this list of courses to find the exact COURSE NAME, then, look for the SYLLABUS online (each syllabus, details credits, semester, hours, teaching method, evaluation, etc.).

Be careful: the CAMPUS is only listed in this list (not on the syllabus).

Course descriptions / syllabus are available on IESEG the ONLINE COURSE CATALOGUE. When you look for course syllabus on

<http://univ.univ-catholille.fr/our-academic-departements/search-course.asp>

select IÉSEG in “School or Faculty”, then press “search” without setting any specificities in your research. With the full list of courses offered at IÉSEG, 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.

Program

Exchange students can be enrolled ONLY in the Grande Ecole Program courses: 3-year Bachelor level Program covering the fundamentals of management followed by a 2-year Master in Management Program in which the students deepen their management knowledge and choose a specialization. The other programs are not open to them.

Course Syllabi

Each course syllabi details: course code (class code), level (program in which the course is given, please choose when written “Bachelor” or “Master” only), year (1 to 5), period (semester), language of instruction, prerequisites, learning outcomes, course description, class type, assessment, readings.

Most of the courses are taught in English or French. Please check the last letter of the course code F = French / E = English, etc.

Course load

The typical course load is between 20 ECTS and 30 ECTS (credits) per semester. One ECTS credit is equivalent to twenty-five hours of work (including contact hours).

Learning Expectations

The French grade system is a scale out of 20 points. Grades usually come from a mix of written examinations, essays, research papers, attendance and class participation: please check the course description in the course catalogue. Exchange students need at least 10/20 to validate their courses (Master and Bachelor courses).

BACHELOR LEVEL: Extensive courses: Mid-term exams + final exams at the end of the semester (see academic calendar), Intensive courses (Code in FININ, DEVIN...). Final exams are usually organized at the end of the week, on Friday mornings.

MASTER LEVEL: Extensive courses: Final exams usually at the end of the semester (see academic calendar), Intensive courses: Final exams usually organized at the end of the week, on Friday mornings.

ECTS Code

If we take the example of "CIVIL LAW", the ECTS code of the course is:

"1819-IESEG-BA1S1S2-LAWB1-CE01UF".

1st part of the course code "1819-IESEG-BA1S1S2" : Specific code to the Lille Catholic University which means that the course is offered in 2018-2019, at IESEG, during the first year of Bachelor cycle (BA1), on each of both semesters (S1S2). Choose courses with code indicated in BOLD below (Programme Grande Ecole).

Year of study	BA1 (1st year of Bachelor cycle)
	BA2 (2nd year of Bachelor cycle)
	BA3 (3rd year of Bachelor cycle)
	BB3 (3 rd year of Bachelor In Business)
	M (Master)
	IN (Courses only available for exchange students)
	MIB (Master in International Business)
	IMB (International MBA)
	MFM (Master in Fashion Management)
	MDM (Master in Digital Marketing)
	MAC (Master in Accounting)
	MFI (Master in Finance)
	MBC (Master in Business Analysis & Consulting)
MBK (Master in Investment banking and capital Markets)	
Period of study	S1 (semester 1 : only from September to December)
	S2 (semester 2 : only from January to May)
	Y (year : staggered all over the academic year)

2nd part of the course code "LAWB1-CE01UF": the first 3 letters characterize the field of study to which the course is attached. In this example LAW indicates the field of study.

Field	Meaning	Field	Meaning
ACC	Accounting	MIS	Management in Information Systems
DEV	Personal Development	MKT	Marketing
ECO	Economics	NEG	Negotiation and Sales Management
ENT	Innovation and entrepreneurship	OPS	Operations Management
FIN	Finance	PRO	Professional Project
IBE	International Business and Economics	QMS	Quantitative Methods
ITC	Interculturality	RES	Research
LAN	Language	STR	Strategy and corporate social responsibility
HRM	Human Resources Management	THE	Thesis / Consulting Project
LAW	Law		

4th and 5th characters refer to the year in which the course is proposed: B1, B2 or B3 indicate that this is a Bachelor course in 1st, 2nd or 3rd year, MA: a Master course, AP: course from the Apprenticeship Master (not available), IN: course for exchange students, TR: transverse course such as certain options as a second modern language.

7th and 8th characters of the ECTS code refer to the type and the format of course. In the case of our example, the law course is a core course (C) given in extensive format (E).

Type of course (7 th character)	Course format (8 th character)
☐ C (Core course)	☐ E (Extensive : course taught over several weeks)
☐ E (Elective)	☐ I (Intensive : course taught in concentrated shape over one week, including evaluation)
☐ F (Obligatory track electives in Master)	S (Seminar : course taught in concentrated shape generally not exceeding 3 days)
☐ T (Track course in Master)	
☐ O (Optional course)	

The number 01 is a number attributed to the course.

The next to last letter of the code indicates if it is a module including several courses (P) or a unique course (U). The courses connected to 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, R: Russian, S: Spanish and X: multilingual.

Specific modules at Bachelor level

Each course can be taken separately (2 ECTS per course). The passing grade is 10/20 to get the 2 ECTS. The whole module is composed of 2 or 3 courses. If you register for all the courses of a module, you will be registered for the entire module (4 or 6 ECTS per module).

IMPORTANT: You need to get an average grade of 10/20 for the whole module to obtain the full credits of the module.



LILLE - Specific modules (Bachelor level)

Field	Course Title	Code	Credits
FIN	Module FINANCE: CORPORATIONS AND MARKETS	FININ-EI07PE	6
	<ul style="list-style-type: none"> Financial analysis and valuation 	FININ-EI07AE	2
	<ul style="list-style-type: none"> Corporate Financial Management 	FININ-EI07BE	2
	<ul style="list-style-type: none"> Money and capital markets 	FININ-EI07CE	2
HRM	Module MANAGING PEOPLE	HRMIN-EI08PE	6
	<ul style="list-style-type: none"> Fundamentals of Management 1 – Organizational Behavior 	HRMIN-EI08AE	2
	<ul style="list-style-type: none"> Fundamentals of Management 2 – HRM 	HRMIN-EI05BE	2
	<ul style="list-style-type: none"> Fundamentals of Management 3 – Leadership and change 	HRMIN-EI08CE	2
ITC	Module WORKING & COMMUNICATING ACROSS CULTURES	ITCIN-EI06PE	6
	<ul style="list-style-type: none"> French Culture 	ITCIN-EI06AE	2
	<ul style="list-style-type: none"> Intercultural communication 	ITCIN-EI06BE	2
	<ul style="list-style-type: none"> Acting for relational efficiency and self-affirmation 	ITCIN-EI06CE	2
MKT	Module FUNDAMENTALS OF MARKETING	MKTIN-EI13PE	6
	<ul style="list-style-type: none"> Product Management 	MKTIN-EI13BE	2
	<ul style="list-style-type: none"> Consumer behavior: new trends and tendencies 	MKTIN-EI13CE	2
	<ul style="list-style-type: none"> Global Brand Management 	MKTIN-EI13AE	2
NEG	Module ESSENTIALS SALES, PURCHASING, NEGOCIATION	NEGIN-EI06PE	6
	<ul style="list-style-type: none"> Sales essentials 	NEGIN-EI06AE	2
	<ul style="list-style-type: none"> International purchasing 	NEGIN-EI06BE	2
	<ul style="list-style-type: none"> Applied negotiation essentials 	NEGIN-EI06CE	2
ECO	Module GLOBAL AFFAIRS AND INTERNATIONAL BUSINESS	ECOIN-EI04PE	6
	<ul style="list-style-type: none"> Corporate culture and innovation 	ECOIN-EI04CE	2
	<ul style="list-style-type: none"> Norms and international affairs 	ECOIN-EI04AE	2
	<ul style="list-style-type: none"> Contemporary French business and society 	ECOIN-EI04BE	2

PARIS - Specific modules (Bachelor level)

Field	Course Title	Code	ECTS
FIN	Module CORPORATIONS AND MARKETS	FININ-EI07PE	6
	<ul style="list-style-type: none"> Financial analysis and valuation 	FININ-EI07AE	2
	<ul style="list-style-type: none"> Corporate Financial Management 	FININ-EI07BE	2
	<ul style="list-style-type: none"> Money and capital markets 	FININ-EI07CE	2
HRM	Module MANAGING PEOPLE	HRMIN-EI08PE	6
	<ul style="list-style-type: none"> Fundamentals of Management 1 – Organizational Behavior 	HRMIN-EI08AE	2
	<ul style="list-style-type: none"> Fundamentals of Management 2 – HRM 	HRMIN-EI08BE	2
	<ul style="list-style-type: none"> Fundamentals of Management 3 – Leadership and Change 	HRMIN-EI08CE	2
ITC	Module WORKING & COMMUNICATING WITH DIFFERENT CULTURES	ITCIN-EI02PE	6
	<ul style="list-style-type: none"> French Contemporary Society 	ITCIN-EI02AE	2
	<ul style="list-style-type: none"> Intercultural communication 	ITCIN-EI02BE	2
	<ul style="list-style-type: none"> Acting for relational efficiency and self-assertion 	ITCIN-EI02CE	2
MKT	Module FUNDAMENTALS OF MARKETING	MKTIN-EI13PE	6
	<ul style="list-style-type: none"> Product Management 	MKTIN-EI13BE	2
	<ul style="list-style-type: none"> Consumer behavior: new trends and tendencies 	MKTIN-EI13CE	2
	<ul style="list-style-type: none"> Global Brand Management 	MKTIN-EI13AE	2
NEG	Module ESSENTIAL SALES, PURCHASING AND NEGOTIATION	NEGIN-EI06PE	6
	<ul style="list-style-type: none"> Sales essentials 	NEGIN-EI06AE	2
	<ul style="list-style-type: none"> International purchasing 	NEGIN-EI06BE	2
	<ul style="list-style-type: none"> Applied negotiation essentials 	NEGIN-EI06CE	2
ECO	Module TRADE AND INTERNATIONAL BUSINESS	ECOIN-EI05PE	6
	<ul style="list-style-type: none"> Corporate Culture & Innovation 	ECOIN-EI05CE	2
	<ul style="list-style-type: none"> International Trade Organizations 	ECOIN-EI05BE	2
	<ul style="list-style-type: none"> Business Economics 	ECOIN-EI05AE	2

LILLE CAMPUS - 2018-2019 Spring semester (changes may occur)

ECTS CODE	COURSE TITLE	CREDITS
ACCB1-CE01UE	FINANCIAL ACCOUNTING	3,50
ACCB1-CE01UF	COMPTABILITE GENERALE ET FINANCIERE (Advanced French level required)	3,50
ACCIN-EI02UE	MANAGEMENT CONTROL	2,00
ACCMA-EE09UF	FISCALITE D'ENTREPRISE (Advanced French level required)	2,00
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I (Advanced French level required)	2,00
ACCMA-EI43UE	AUDITING: A PRACTITIONER CASE-BASED APPROACH	2,00
ACCMA-EI53UE	FRAUD INVESTIGATION AND FORENSIC ACCOUNTING	2,00
ACCMA-EI61UE	MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES	2,00
ACCMA-EI64UE	ADVANCED FINANCIAL REPORTING UNDER US AND INTERNATIONAL STANDARDS	2,00
ACCMA-EI68UE	APPLYING IFRS	2,00
ACCMA-EI73UE	BIG DATA AND ACCOUNTING	2,00
ACCMA-EI74UE	TAX PLANNING	2,00
DEVB1-CE02UE	GLOBAL HISTORY	2,50
DEVB1-CE02UF	HISTOIRE GLOBALE (Advanced French level required)	2,50
DEVB1-CE08UE	WRITING TO CONVINC	1,50
DEVB1-CE08UF	ECRIRE POUR CONVAINCRE (Advanced French level required)	1,50
DEVB1-CE10UE	WORK SOCIOLOGY	2,00
DEVB1-CE10UF	SOCIOLOGIE DU TRAVAIL (Advanced French level required)	2,00
DEVB2-CE02UE	PERSONAL DEVELOPMENT THROUGH DRAMA	1,00
ECOB1-CE02UE	TOOLS FOR MICROECONOMICS ANALYSIS	3,50
ECOB1-CE02UF	OUTILS DE L'ANALYSE MICROECONOMIQUE (Advanced French level required)	3,50
ECOB1-CE03UE	INTERNATIONAL ECONOMICS AND EXCHANGES	2,00
ECOB1-CE03UF	ECONOMIE INTERNATIONALE ET ECHANGES (Advanced French level required)	1,75
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	1,50
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE (Advanced French level required)	1,50
ECOB2-CE03UE	CONJUNCTURE AND ECONOMIC FLUCTUATIONS	2,50
ECOB2-CE03UF	CONJUNCTURE ET FLUCTUATIONS ECONOMIQUES (Advanced French level required)	2,50
ECOB3-EE06UF	ENTREPRISE ET DEVELOPPEMENT DURABLE (Advanced French level required)	2,00
ECOB3-EE08UF	JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFI DE L'ETHIQUE DE L'ECONOMIE DE MARCHE (Advanced French level required)	2,00
ECOIN-EI04PE	GLOBAL AFFAIRS & INTERNATIONAL BUSINESS (Module composed of 3 courses : ECOIN-EI04AE / ECOIN-EI04BE / ECOIN-EI04CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
ECOIN-EI04AE	NORMS & INTERNATIONAL AFFAIRS	2,00
ECOIN-EI04BE	CONTEMPORARY FRENCH BUSINESS & SOCIETY	2,00
ECOIN-EI04CE	CORPORATE CULTURE & INNOVATION	2,00
ENTMA-EE34UE	THE ENTREPRENEURIAL EXPERIENCE	2,00
ENTMA-EI14UE	SUSTAINABILITY MANAGEMENT & REPORTING	2,00
ENTMA-EI16UE	ENTREPRENEURIAL TEAMS	2,00
ENTMA-EI25UE	INTELLECTUAL PROPERTY AND OPENNESS: USING LEGAL TOOLS TO ENHANCE INNOVATION, CREATIVITY AND RELATED INVESTMENTS	2,00
ENTMA-EI27UE	ADVANCED STRATEGY & NEW MANAGEMENT THEORIES	2,00
ENTMA-EI33UE	PRACTISING 360 DEGREE INNOVATION	2,00
ENTMA-EI35UE	HOW TO SET UP AN ON-LINE BUSINESS	2,00
FINB2-CE02UE	FINANCIAL ANALYSIS	3,50
FINB3-CE01UE	CORPORATE FINANCE	3,00
FININ-EI07PE	FINANCE: CORPORATIONS AND MARKETS (Module composed of 3 courses : FININ-EI07AE / FININ-EI07BE / FININ-EI07CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
FININ-EI07AE	FINANCIAL ANALYSIS AND VALUATION	2,00
FININ-EI07BE	CORPORATE FINANCIAL MANAGEMENT	2,00
FININ-EI07CE	MONEY AND CAPITAL MARKETS	2,00
FINMA-EI106E	INTRODUCTION TO BANKING	2,00
FINMA-EI109E	BANKING VALUATION (pre-requisite to take at Isege: "FINMA-EI106E: Introduction to banking")	2,00
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00
FINMA-EI51UE	OPERATIONAL RISK MANAGEMENT	2,00
FINMA-EI57UE	ETHICS IN FINANCE	2,00
FINMA-EI68UE	INTRODUCTION TO INSURANCE INDUSTRY	2,00



FINMA-EI79UE	ADVANCED FINANCIAL STATEMENT ANALYSIS	2,00
FINMA-EI93UE	COMPLIANCE IN THE FINANCIAL INDUSTRY	2,00
HRMB2-CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3,00
HRMB3-CE03UE	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT	2,50
HRMB3-CE04UE	FUNDAMENTALS OF ORGANIZATION	2,00
HRMB3-EE05UE	TOOLS FOR EFFECTIVE PEOPLE MANAGEMENT	2,00
HRMIN-EI08PE	MANAGING PEOPLE (Module composed of 3 courses : HRMIN-EI08AE / HRMIN-EI08BE / HRMIN-EI08CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
HRMIN-EI08AE	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	2,00
HRMIN-EI08BE	FUNDAMENTALS OF MANAGEMENT 2 - HUMAN RESOURCES MANAGEMENT	2,00
HRMIN-EI08CE	FUNDAMENTALS OF MANAGEMENT 3 -LEADERSHIP AND CHANGE	2,00
HRMMA-EI10UE	OPPORTUNITIES AND CHALLENGES OF AN HR LEADER	2,00
HRMMA-EI12UE	CAREER DEVELOPMENT	2,00
HRMMA-EI16UE	HUMAN RESOURCE DEVELOPMENT	2,00
HRMMA-EI19UE	COACHING SKILLS FOR HR MANAGERS	2,00
HRMMA-EI30UE	RECRUITMENT AND EMPLOYER BRANDING	2,00
HRMMA-EI33UE	MANAGING EMPLOYEE DIVERSITY AND INCLUSION	2,00
HRMMA-EI34UE	GLOBAL LABOUR LAW FOR MANAGERS	2,00
HRMMA-FI03UE	PERFORMANCE AND COMPENSATION	2,00
HRMMA-FI31UE	EMPLOYEE SELECTION	2,00
IBEMA-EE52UE	DOING BUSINESS IN CENTRAL AND EASTERN EUROPE	2,00
IBEMA-EE86UE	STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT	2,00
IBEMA-EE87UE	ENVIRONMENT AND ECONOMIC GROWTH	2,00
IBEMA-EI17UE	POLICY AND MANAGEMENT FOR AGING POPULATIONS: A COMPARATIVE APPROACH	2,00
IBEMA-EI36UE	EFFICIENCY AND BENCHMARKING IN BANKING	2,00
IBEMA-EI71UE	THE ECONOMICS OF ADVERTISING	2,00
IBEMA-EI73UE	UNDERSTANDING INDIA FOR BUSINESS	2,00
IBEMA-EI77UE	PRODUCTIVITY AND BENCHMARKING IN BANKING	2,00
IBEMA-EI84UE	MONETARY POLICY AND CENTRAL BANKING	2,00
IBEMA-FE81UE	STRATEGY OF FIRMS LOCATION	2,00
IBEMA-PI81UE	DOMINANT FIRMS AN EC COMPETITION POLICY	2,00
ITCB3-EE02US	EL MUNDO HISPANO	2,00
ITCIN-EI06PE	WORKING AND COMMUNICATING ACROSS CULTURES (Module composed of 3 courses : ITCIN-EI06AE / ITCIN-EI06BE / ITCIN-EI06CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
ITCIN-EI06AE	FRENCH CULTURE	2,00
ITCIN-EI06BE	INTERCULTURAL COMMUNICATION	2,00
ITCIN-EI06CE	ACTING FOR RELATIONAL EFFICIENCY & SELF ASSERTION	2,00
ITCMA-EE01UE	MANAGING CULTURAL DIVERSITY	2,00
ITCMA-EE03UE	ACTUALIDAD POLITICA EN AMERICA LATINA Y ESPANA (course taught in Spanish)	2,00
LANB1-CE12UG	GERMAN 2	1,50
LANB1-CE13UC	CHINESE 2	1,50
LANB1-CE14US	ESPANOL POR TEMAS 2	1,50
LANB1-CE17US	ESPANOL PARA LA COMUNICACION 2	1,00
LANB1-CE18UG	DEUTSCH FUR KOMMUNIKATION 2	1,00
LANB1-CE20UC	CHINESE FOR COMMUNICATION 2	1,00
LANB2-CE05UC	CHINESE FOR COMMUNICATION 4	1,00
LANB2-CE09US	ESPANOL PARA LA COMUNICACION 4	1,00
LANB2-CE10UG	DEUTSCH FUR KOMMUNIKATION 4	1,00
LANB2-CE11UE	ENGLISH FOR BUSINESS 4	2,00
LANB2-CE12UG	GERMAN 4	1,50
LANB2-CE13UC	CHINESE 4	1,50
LANB2-CE14US	SPANISH 4	1,50
LANB3-CE12UC	CHINESE 6	1,50
LANB3-CE12UG	DEUTSCH 6 INTERKULTURELLES WIRTSCHAFTSPARTNER DEUTSCHLAND	1,50
LANB3-CE13US	SPANISH 6	1,50
LANB3-EE34US	PREPARACION PARA DELE	2,00
LANIN-OE01UF	FRENCH COMPLETE BEGINNER A1.1 (REGISTRATION WITH FRENCH TEST ONLY)	2,00
LANIN-OE02UF	FRENCH PRE INTERMEDIATE A2 (REGISTRATION WITH FRENCH TEST ONLY)	3,00



LANIN-OE03UF	FRENCH INTERMEDIATE B1 (REGISTRATION WITH FRENCH TEST ONLY)	3,00
LANIN-OE05UF	DECOUVERTE DE LA FRANCE SOUS LES ASPECTS INSTITUTIONNELS, ECONOMIQUES, CULTURELS (B1 level required)	2,00
LANIN-OE06UF	PREPARATION AU DELF B1 ET B2 / PREPARATION FOR DELF B1 AND B2 (B1 or B2 level required)	2,00
LANIN-OE14UF	BUSINESS FRENCH B2 (REGISTRATION WITH FRENCH TEST ONLY)	3,00
LANIN-OE15UF	BIEN PRONONCER LE FRANCAIS / FRENCH PRONUNCIATION (A1/A1.1 level required)	1,00
LANIN-OE17UF	FRENCH UPPER BEGINNER A1 (REGISTRATION WITH FRENCH TEST ONLY)	2,00
LANTR-OE11UC	CHINESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE12US	SPANISH AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE13UI	ITALIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE19UG	GERMAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE23UR	RUSSIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE31UP	PORTUGUESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LANTR-OE37UA	ARABIC AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course) (Good level of French required)	2,00
LAWB1-CE01UE	CIVIL LAW	3,50
LAWB1-CE01UF	DROIT CIVIL (Advanced French level required)	3,50
LAWB2-CE01UE	BUSINESS LAW	3,50
LAWB2-CE01UF	DROIT DES AFFAIRES (Advanced French level required)	3,50
LAWB3-CE05UE	ADVANCED BUSINESS LAW	1,50
LAWB3-EE07UE	PERSONAL DATA PROTECTION	2,00
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2,50
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50
MISIN-EI02UE	DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2,00
MISMA-EE67UE	WORKPLACE TRANSFORMATIONS IN A DIGITAL WORLD	2,00
MISMA-EI44UE	MANAGING INNOVATION IN THE DIGITAL ERA	2,00
MISMA-EI62UE	CYBERSECURITY RISK MANAGEMENT	2,00
MISMA-EI68UE	TECHNOLOGY AND STRATEGY	2,00
MISMA-EI77UE	LOCATION ANALYTICS	2,00
MKTB1-CE01UE	INTRODUCTION TO MARKETING	2,50
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50
MKTIN-EI02UE	STRATEGIC MARKETING	2,00
MKTIN-EI06UE	DIGITAL STRATEGY	2,00
MKTIN-EI13PE	FUNDAMENTALS OF MARKETING (Module composed of 3 courses : MKTIN-EI13AE / MKTIN-EI13BE / MKTIN-EI13CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it).	6,00
MKTIN-EI13AE	GLOBAL BRAND MANAGEMENT	2,00
MKTIN-EI13BE	PRODUCT MANAGEMENT	2,00
MKTIN-EI13CE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2,00
MKTIN-EI14UE	WEB MARKETING	2,00
MKTMA-EE76UE	ADVERTISING AND COMMUNICATIONS STRATEGY	2,00
MKTMA-EI04UE	CRM/ CUSTOMER RELATIONSHIP MANAGEMENT	2,00
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00
MKTMA-EI101E	INTERNATIONAL MARKETING IN A MULTICULTURAL ENVIRONMENT	2,00
MKTMA-EI103E	SALES FORECAST	2,00
MKTMA-EI106E	CONSUMER INSIGHT AND SELF CONCEPT	2,00
MKTMA-EI112E	MARKETING AND INNOVATION	2,00
MKTMA-EI118E	MARKETING FOR A SUSTAINABLE WORLD	2,00
MKTMA-EI11UE	INTERNATIONAL DIMENSION OF CONSUMER BEHAVIOUR	2,00
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00
MKTMA-EI17UE	MARKETING IN NORTH AMERICA	2,00
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00
MKTMA-EI45UE	INTERNATIONAL MARKETING IN EMERGING MARKETS	2,00
MKTMA-EI51UE	CRM IN SMALL BUSINESS	2,00
MKTMA-EI54UE	PERSUASION IN MARKETING COMMUNICATION	2,00
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION (pre-requisite to take at Ieseg: "MKTMA-EI13UE: International Marketing")	2,00



MKTMA-EI70UE	HIGH TECHNOLOGY MARKETING	2,00
MKTMA-EI77UE	OFFLINE BRAND COMMUNICATIONS	2,00
MKTMA-EI85UE	MARKETING STRATEGY	2,00
MKTMA-EI99UE	CHILDREN AS CONSUMERS	2,00
NEGB2-CE01UE	SALES TECHNIQUES	1,50
NEGB2-CE01UF	TECHNIQUES DE VENTE (Advanced French level required)	1,50
NEGB3-CE07UE	INTRODUCTION TO NEGOTIATION	1,50
NEGIN-EI06PE	ESSENTIALS SALES, PURCHASING, NEGOCIATION (Module composed of 3 courses : NEGIN-EI06AE / NEGIN-EI07BE / NEGIN-EI06CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
NEGIN-EI06AE	SALES ESSENTIALS	2,00
NEGIN-EI06BE	INTERNATIONAL PURCHASING	2,00
NEGIN-EI06CE	APPLIED NEGOTIATION ESSENTIALS	2,00
NEGMA-EE01UE	IMPORT-EXPORT: SELLING AND NEGOTIATING	2,00
NEGMA-EI02UE	SALES MANAGEMENT	2,00
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00
NEGMA-EI12UE	INTERNAL SELLING	2,00
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00
NEGMA-EI19UE	INTERNATIONAL NEGOTIATION AND DIPLOMACY	2,00
NEGMA-EI22UE	MANAGING CONFLICT THROUGH MEDIATION	2,00
NEGMA-EI26UE	BUSINESS ETHICS IN COMMERCE	2,00
NEGMA-EI32UE	LEADERSHIP AND INNOVATIVE NEGOTIATION	2,00
NEGMA-EI35UE	NEGOTIATION PLANNING AND STRATEGY	2,00
NEGMA-EI43UE	NEGOTIATION CONTRACTS AND LAW	2,00
NEGMA-EI47UE	INTRODUCTION TO INTERNATIONAL ARBITRATION	2,00
NEGMA-EI50UE	BUSINESS RELATIONSHIP MANAGEMENT IN EMERGING MARKETS	2,00
NEGMA-EI55UE	PRINCIPLES OF PUBLIC INTERNATIONAL LAW AND INTERNATIONAL INVESTMENT	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50
OPSB3-CE05UE	INDUSTRIAL REALITIES	2,50
OP SMA-EI07UE	TRANSPORTATION & LOGISTICS	2,00
OP SMA-EI11UE	SUPPLY CHAIN DEVELOPMENT	2,00
OP SMA-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00
OP SMA-EI32UE	WAREHOUSE DESIGN AND OPERATIONS	2,00
OP SMA-EI58UE	APPLIED OPTIMISATION AND HEURISTICS	2,00
OP SMA-EI65UE	PERFORMANCE METRICS	2,00
OP SMA-EI70UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00
OP SMA-EI72UE	THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED	2,00
OP SMA-EI77UE	21ST CENTURY GLOBAL SUPPLY CHAIN MANAGEMENT: RELATIONSHIP ERA	2,00
OP SMA-EI79UE	HANDS-ON PROJECT MANAGEMENT	2,00
OP SMA-EI80UE	DECISION TOOLS FOR OPERATIONS MANAGEMENT	2,00
OP SMA-EI83UE	BUSINESS CONTINUITY OPERATIONS AND CRISIS MANAGEMENT	2,00
QMSB1-CE02UE	DESCRIPTIVE STATISTICS	3,50
QMSB1-CE02UF	STATISTIQUE DESCRIPTIVE (Advanced French level required)	3,50
QMSB2-CE04UE	INTRODUCTION TO DATA ANALYSIS	1,50
QMSB2-CE04UF	INTRODUCTION A L' ANALYSE DE DONNEES (Advanced French level required)	1,50
QMSB2-CE05UE	INTRODUCTION TO ECONOMETRICS	1,50
QMSB2-CE05UF	INTRODUCTION A L'ECONOMETRIE (Advanced French level required)	1,50
QMSB2-CE06UE	INTRODUCTION TO OPTIMISATION METHODS	1,50
QMSB2-CE06UF	INTRODUCTION AUX METHODES D'OPTIMISATION (Advanced French level required)	1,50
QMSB3-CE07UE	ADVANCED ECONOMETRICS	2,00
QMSB3-CE08UE	ADVANCED DATA ANALYSIS	2,00
QMSB3-CE09UE	ADVANCED OPTIMIZATION METHODS	2,00
STRB3-CE01UE	FUNDAMENTALS OF STRATEGY	2,50
STRB3-EE06UF	ONG/ASSOCIATIONS, FINANCEMENT ET RELATIONS AVEC LES ENTREPRISES ET FONDATIONS: ENJEUX ET OUTILS (Advanced French level required)	2,00
STRBB3CE03UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00
STRBB3CE05UE	BUSINESS MODEL AND INNOVATION	2,00
STRMA-EI05UE	GAME THEORY IN BUSINESS	2,00

PARIS CAMPUS - 2018-2019 Spring semester (changes may occur)

ECTS CODE	COURSE TITLE	CREDITS
ACCB3-EE12UF	MISSION CONTROLE DE GESTION	2,00
ACCB3-EE13UF	DECOUVRIR LES METIERS DE L'AUDIT	2,00
ACCIN-EI04UE	ADVANCED FINANCIAL ANALYSIS	2,00
ACCMA-EE57UE	STRATEGIC PLANNING AND CONTROL	2,00
ACCMA-EI13UE	INTERNATIONAL ISSUES IN ACCOUNTING AND AUDITING	2,00
ACCMA-EI43UE	AUDITING: A PRACTITIONER CASE-BASED APPROACH	2,00
ACCMA-EI51UF	DROIT SOCIAL ET RESTRUCTURATION D'ENTREPRISE	2,00
ACCMA-EI53UE	FRAUD INVESTIGATION AND FORENSIC ACCOUNTING	2,00
ACCMA-EI61UE	MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES	2,00
ACCMA-EI68UE	APPLYING IFRS	2,00
ACCMA-EI70UE	IT AUDIT - FORENSIC DATA ANALYSIS	2,00
ACCMA-EI71UE	SUSTAINABILITY FOR COMPETITIVE ADVANTAGE	2,00
ACCMA-EI72UE	TAX PLANNING	2,00
ACCMA-FI21UE	AUDIT TECHNIQUES	2,00
ACCMA-FI65UE	FUNDAMENTALS OF CONSOLIDATION	2,00
ACCMA-PI36UE	OPERATIONAL AUDITING	2,00
DEVB1-CE08UE	WRITING TO CONVINC	1,50
DEVB2-CE02UE	PERSONAL DEVELOPMENT THROUGH DRAMA	1,00
DEVB3-EE13UE	INDIA TODAY	2,00
DEVB3-EE33UF	DESIR DE MOTS : RE-TROUVER LE PLAISIR D'ECRIRE	2,00
DEVB3-EE47UF	PHILOSOPHIE: LA CULTURE DE L'AUTRE, MIROIR INDISPENSABLE DE SOI	2,00
DEVB3-EE56UF	CREA LAB IESEG: CREATIVITE & INNOVATION	2,00
DEVB3-EE60UF	ANIMER ET PARTICIPER A UNE REUNION	2,00
DEVB3-EE61UF	PRISE DE PAROLE EN PUBLIC	2,00
DEVUH-CE09UE	SURVEY OF FRANCOPHONE CIVILIZATIONS : Coming-of-age in the Francophone World	6,00
DEVUH-CE10UE	WOMEN AND FILM : GENDERING HISTORY IN THE FRANCOPHONE WORLD	6,00
ECOB1-CE02UE	TOOLS FOR MICROECONOMICS ANALYSIS	3,50
ECOB1-CE02UF	OUTILS DE L'ANALYSE MICROECONOMIQUE	3,50
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	1,50
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE	1,50
ECOB2-CE03UE	CONJUNCTURE AND ECONOMIC FLUCTUATIONS	2,50
ECOB2-CE03UF	CONJUNCTURE ET FLUCTUATIONS ECONOMIQUES	2,50
ECOB3-EE16UF	ECONOMIE EXPERIMENTALE ET PRISE DE DECISIONS STRATEGIQUES	2,00
ECOIN-EI05PE	Module: TRADE AND INTERNATIONAL BUSINESS (Module composed of 3 courses : ECOIN-EI05AE / ECOIN-EI05BE / ECOIN-EI05CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
ECOIN-EI05AE	BUSINESS ECONOMICS	2,00
ECOIN-EI05BE	INTERNATIONAL TRADE ORGANIZATIONS	2,00
ECOIN-EI05CE	CORPORATE CULTURE AND INNOVATION	2,00
ENTMA-EI06UE	ENTREPRENEURIAL DECISION MAKING	2,00
ENTMA-EI14UE	SUSTAINABILITY MANAGEMENT & REPORTING	2,00
ENTMA-EI25UE	INTELLECTUAL PROPERTY AND OPENNESS: USING LEGAL TOOLS TO ENHANCE INNOVATION, CREATIVITY AND RELATED INVESTMENTS	2,00
ENTMA-EI27UE	ADVANCED STRATEGY & NEW MANAGEMENT THEORIES	2,00
ENTMA-EI33UE	PRACTISING 360 DEGREE INNOVATION	2,00
ENTMA-PI20UE	ENTREPRENEURIAL TEAMS: THEORY AND PRACTICE	2,00
FINB2-CE02UE	FINANCIAL ANALYSIS	3,50
FINB3-CE01UE	CORPORATE FINANCE	3,00
FINB3-EE03UF	INTRODUCTION AU SECTEUR BANCAIRE	2,00
FINB3-EE06UE	INTRODUCTION TO DERIVATIVES	2,00
FINB3-EE15UF	GESTION PATRIMONIALE	2,00
FININ-EI07PE	Module: CORPORATIONS AND MARKETS (Module composed of 3 courses : FININ-EI07AE / FININ-EI07BE / FININ-EI07CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
FININ-EI07AE	FINANCIAL ANALYSIS AND VALUATION	2,00
FININ-EI07BE	CORPORATE FINANCIAL MANAGEMENT	2,00

FININ-EI07CE	MONEY AND CAPITAL MARKETS	2,00
FINMA-EI100E	INTRODUCTION TO BANKING	2,00
FINMA-EI103E	BANKING VALUATION (prerequisite: Introduction to Banking, week 12)	2,00
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00
FINMA-EI25UE	CORPORATE GOVERNANCE: A FINANCIAL PERSPECTIVE	2,00
FINMA-EI57UE	ETHICS IN FINANCE	2,00
FINMA-EI93UE	COMPLIANCE IN THE FINANCIAL INDUSTRY	2,00
HRMB2-CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3,00
HRMB3-CE04UE	FUNDAMENTALS OF ORGANIZATION	2,00
HRMB3-EE06UE	SUCCESSFUL MANAGEMENT SKILLS	2,00
HRMIN-EI08PE	Module: MANAGING PEOPLE (Module composed of 3 courses : HRMIN-EI08AE / HRMIN-EI08BE / HRMIN-EI08CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
HRMIN-EI08AE	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	2,00
HRMIN-EI08BE	FUNDAMENTALS OF MANAGEMENT 2 - HUMAN RESOURCES MANAGEMENT	2,00
HRMIN-EI08CE	FUNDAMENTALS OF MANAGEMENT 3 - LEADERSHIP AND CHANGE	2,00
HRMMA-EI10UE	OPPORTUNITIES AND CHALLENGES OF AN HR LEADER	2,00
HRMMA-EI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2,00
HRMMA-EI12UE	CAREER DEVELOPMENT	2,00
HRMMA-EI16UE	HUMAN RESOURCE DEVELOPMENT	2,00
HRMMA-EI19UE	COACHING SKILLS FOR HR MANAGERS	2,00
HRMMA-EI30UE	RECRUITMENT AND EMPLOYER BRANDING	2,00
HRMMA-EI34UE	GLOBAL LABOUR LAW FOR MANAGERS	2,00
HRMMA-FI03UE	PERFORMANCE AND COMPENSATION	2,00
HRMMA-FI31UE	EMPLOYEE SELECTION	2,00
IBECL-CE01UE	EUROPEAN BUSINESS CULTURE	3,00
IBEMA-EE88UE	DOING BUSINESS IN MENA REGION	2,00
IBEMA-EE89UE	MARKET POWER, COMPETITION & REGULATION	2,00
IBEMA-EI17UE	POLICY AND MANAGEMENT FOR AGING POPULATIONS: A COMPARATIVE APPROACH	2,00
IBEMA-EI66UE	EMERGING MARKETS AND COUNTRY RISK EVALUATION	2,00
IBEMA-EI71UE	THE ECONOMICS OF ADVERTISING	2,00
IBEMA-EI78UE	CORPORATE RISKS	2,00
IBEMA-FE80UE	GLOBAL ECONOMICS	2,00
ITCB3-EE03UE	AMERICAN CULTURE AND CIVILIZATION	2,00
ITCIN-EI02PE	Module: WORKING AND COMMUNICATING WITH DIFFERENT CULTURES (Module composed of 3 courses : ITCIN-EI02AE / ITCIN-EI02BE / ITCIN-EI02CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
ITCIN-EI02AE	FRENCH CONTEMPORARY SOCIETY	2,00
ITCIN-EI02BE	INTERCULTURAL COMMUNICATION	2,00
ITCIN-EI02CE	ACTING FOR RELATIONAL EFFICIENCY & SELF ASSERTION	2,00
ITCMA-EE01UE	MANAGING CULTURAL DIVERSITY	2,00
LANB2-CE05UC	CHINOIS POUR LA COMMUNICATION 4	1,00
LANB2-CE09US	ESPANOL PARA LA COMUNICACION 4	1,00
LANB2-CE10UG	DEUTSCH FUR KOMMUNIKATION 4	1,00
LANB2-CE11UE	ENGLISH FOR BUSINESS 4	2,00
LANB2-CE12UG	ALLEMAND 4	1,50
LANB2-CE13UC	CHINOIS 4	1,50
LANB2-CE14US	ESPAGNOL 4	1,50
LANB3-EE23UE	PREPARATION FOR TOEFL	2,00
LANB3-EE34US	PREPARACION PARA DELE	2,00
LANIN-EI20UE	THE SECRETS OF AN EFFECTIVE PRESENTATION	2,00
LANIN-OE01UF	FRANCAIS DEBUTANT COMPLET	2,00
LANIN-OE02UF	FRANCAIS PRE-INTERMEDIAIRE	3,00
LANIN-OE03UF	FRANCAIS INTERMEDIAIRE	3,00
LANIN-OE14UF	FRANCAIS DES AFFAIRES 2	3,00
LANIN-OE17UF	FRANCAIS DEBUTANT +	2,00
LANMA-EE14US	PREPARACION PARA DELE	2,00
LANMA-EE27UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00
LAWB2-CE01UE	BUSINESS LAW	3,50

LAWB2-CE01UF	DROIT DES AFFAIRES	3,50
LAWB3-CE05UE	ADVANCED BUSINESS LAW	1,50
LAWB3-EE04UF	GESTION JURIDIQUE DU PATRIMOINE FAMILIAL	2,00
LAWB3-EE08UE	PROTECTING INNOVATION AND CREATIVITY	2,00
LAWCL-CE01UE	BUSINESS LAW	3,50
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2,50
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50
MISB3-EE07UE	DIGITAL TRANSFORMATION: DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2,00
MISIN-EI02UE	DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2,00
MISMA-EI62UE	CYBERSECURITY RISK MANAGEMENT	2,00
MISMA-EI68UE	TECHNOLOGY AND STRATEGY	2,00
MISMA-EI70UE	DIGITAL STRATEGIES AND GLOBAL ISSUES	2,00
MISMA-EI72UE	BUSINESS INTELLIGENCE AND DATA ANALYTICS	2,00
MISMA-EI77UE	LOCATION ANALYTICS	2,00
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50
MKTB3-CE23UE	MARKET RESEARCH	3,50
MKTB3-EE20UE	GLOBAL BRAND MANAGEMENT	2,00
MKTB3-EE27UE	MOBILE MARKETING	2,00
MKTB3-EE33UE	NUDGE MARKETING	2,00
MKTB3-EE37UE	PANELS AND MARKETING	2,00
MKTCL-CE02UE	INTERNATIONAL MARKETING COMMUNICATION	2,00
MKTCL-CI03UE	MARKETING	3,00
MKTIN-EI03UE	PRODUCT INNOVATION	2,00
MKTIN-EI06UE	DIGITAL STRATEGY	2,00
MKTIN-EI13PE	Module: FUNDAMENTALS OF MARKETING (Module composed of 3 courses : MKTIN-EI13AE / MKTIN-EI13BE / MKTIN-EI13CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
MKTIN-EI13AE	GLOBAL BRAND MANAGEMENT	2,00
MKTIN-EI13BE	PRODUCT MANAGEMENT	2,00
MKTIN-EI13CE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2,00
MKTIN-EI13UE	SOCIAL MEDIA MARKETING	2,00
MKTMA-EI04UE	CRM/ CUSTOMER RELATIONSHIP MANAGEMENT	2,00
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00
MKTMA-EI101E	INTERNATIONAL MARKETING IN A MULTICULTURAL ENVIRONMENT	2,00
MKTMA-EI106E	CONSUMER INSIGHT AND SELF CONCEPT	2,00
MKTMA-EI118E	MARKETING FOR A SUSTAINABLE WORLD	2,00
MKTMA-EI119E	BEHAVIORAL CHANGE THROUGH CHOICE ARCHITECTURE	2,00
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00
MKTMA-EI46UE	BUSINESS TO BUSINESS MARKETING	2,00
MKTMA-EI51UE	CRM IN SMALL BUSINESS (prerequisite: at least one marketing course)	2,00
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION (prerequisite: International Marketing, week 6)	2,00
MKTMA-EI84UE	ADVERTISING AND COMMUNICATION MANAGEMENT	2,00
MKTMA-EI85UE	MARKETING STRATEGY	2,00
MKTMA-EI94UE	TRADE & SHOPPER MARKETING	2,00
MKTMA-EI96UE	GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES	2,00
MKTMA-PI13UE	INTERNATIONAL MARKETING	2,00
NEGB2-CE01UE	SALES TECHNIQUES	1,50
NEGB2-CE01UF	TECHNIQUES DE VENTE	1,50
NEGB3-CE07UE	INTRODUCTION TO NEGOTIATION	1,50
NEGB3-EE06UE	THE INTERNATIONAL PURCHASER TODAY: TRAINING, EXPERIENCE AND CHALLENGES	2,00
NEGIN-EI06PE	Module: ESSENTIAL SALES, PURCHASING AND NEGOTIATION (Module composed of 3 courses : NEGIN-EI06AE / NEGIN-EI06BE / NEGIN-EI06CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	6,00
NEGIN-EI06AE	SALES ESSENTIALS	2,00
NEGIN-EI06BE	INTERNATIONAL PURCHASING	2,00
NEGIN-EI06CE	APPLIED NEGOTIATION ESSENTIALS	2,00
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00
NEGMA-EI05UE	INTERNATIONAL SALES AND COMMERCIAL LAW	2,00

NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00
NEGMA-EI26UE	BUSINESS ETHICS IN COMMERCE	2,00
NEGMA-EI32UE	LEADERSHIP AND INNOVATIVE NEGOTIATION	2,00
NEGMA-EI35UE	NEGOTIATION PLANNING AND STRATEGY	2,00
NEGMA-EI47UE	INTRODUCTION TO INTERNATIONAL ARBITRATION	2,00
NEGMA-EI50UE	BUSINESS RELATIONSHIP MANAGEMENT IN EMERGING MARKETS	2,00
NEGMA-EI54UE	SUPPLIER-CUSTOMER COLLABORATION AND CO-CREATION IN VALUE ECO-SYSTEM	2,00
NEGMA-PI02UE	SALES MANAGEMENT	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50
OPSPA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00
OPSPA-EI11UE	SUPPLY CHAIN DEVELOPMENT	2,00
OPSPA-EI28UE	TECHNOLOGY AND INNOVATION MANAGEMENT	2,00
OPSPA-EI32UE	WAREHOUSE DESIGN AND OPERATIONS (Highly recommended: Decision Tools for Operation Management, week 15)	2,00
OPSPA-EI70UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00
OPSPA-EI71UE	PURCHASING & SOURCING	2,00
OPSPA-EI77UE	21ST CENTURY GLOBAL SUPPLY CHAIN MANAGEMENT: RELATIONSHIP ERA	2,00
OPSPA-EI80UE	DECISION TOOLS FOR OPERATIONS MANAGEMENT	2,00
QMSB1-CE02UE	DESCRIPTIVE STATISTICS	3,50
QMSB1-CE02UF	STATISTIQUE DESCRIPTIVE	3,50
QMSB2-CE04UE	INTRODUCTION TO DATA ANALYSIS	1,50
QMSB2-CE04UF	INTRODUCTION A L' ANALYSE DE DONNEES	1,50
QMSB2-CE05UE	INTRODUCTION TO ECONOMETRICS	1,50
QMSB2-CE05UF	INTRODUCTION A L'ECONOMETRIE	1,50
QMSB2-CE06UE	INTRODUCTION TO OPTIMISATION METHODS	1,50
QMSB2-CE06UF	INTRODUCTION AUX METHODES D'OPTIMISATION	1,50
STRB3-CE01UE	FUNDAMENTALS OF STRATEGY	3,00
STRB3-EE05UE	STRATEGIC INNOVATION & EMERGING TECHNOLOGIES	2,00
STRB3-EE06UF	ONG/ASSOCIATIONS, FINANCEMENT ET RELATIONS AVEC LES ENTREPRISES ET FONDATIONS: ENJEUX ET OUTILS	2,00
STRCL-CE01UE	PRINCIPE OF MARKETING	5,00
STRMA-EI05UE	GAME THEORY IN BUSINESS	2,00

LEGEND:

	Course in French
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NO ONLINE REGISTRATION FOR FRENCH LANGUAGE COURSES :
ONLY WITH THE LANGUAGE TEST

NO ONLINE REGISTRATION FOR FOREIGN LANGUAGE COURSES (LV2) :
YOU WILL RECEIVE AN EMAIL IN SEPTEMBER TO REGISTER FOR THOSE COURSES