

Courses for Incoming Exchange Students

FALL 2018

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://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. 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:

"1718-IESEG-BA1S1S2-LAWB1-CE01UF".

1st part of the course code 1718-IESEG-BA1S1S2 : Specific code to the Lille Catholic University which means that the course is offered in 2017-2018, 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)

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.

Field	Course Title	Code	Credits
FIN	Module FINANCE: CORPORATIONS AND MARKETS	FININ-EI07PE	6
	<ul style="list-style-type: none"> ▪ Financial analysis and valuation ▪ Corporate Financial Management ▪ Money and capital markets 	FININ-EI07AE	2
		FININ-EI07BE	2
		FININ-EI07CE	2
HRM	Module MANAGING PEOPLE AND CAREER	HRMIN-EI05PE	6
	<ul style="list-style-type: none"> ▪ Fundamentals of Management 1 – Organisational Behavior ▪ Fundamentals of Management 2 – HRM ▪ Kickstarting your career 	HRMIN-EI05AE	2
		HRMIN-EI05BE	2
		HRMIN-EI05CE	2
ITC	Module WORKING & COMMUNICATING ACROSS CULTURES	ITCIN-EI06PE	6
	<ul style="list-style-type: none"> ▪ French Culture ▪ Intercultural communication ▪ Acting for relational efficiency and self-affirmation 	ITCIN-EI06AE	2
		ITCIN-EI06BE	2
		ITCIN-EI06CE	2
MKT	Module FUNDAMENTALS OF MARKETING	MKTIN-EI13PE	6
	<ul style="list-style-type: none"> ▪ Product Management ▪ Consumer behavior: new trends and tendencies ▪ Global Brand Management 	MKTIN-EI13BE	2
		MKTIN-EI13CE	2
		MKTIN-EI13AE	2
NEG	Module ESSENTIALS SALES, PURCHASING, NEGOCIATION	NEGIN-EI06PE	6
	<ul style="list-style-type: none"> ▪ Sales essentials ▪ International purchasing ▪ Applied negotiation essentials 	NEGIN-EI06AE	2
		NEGIN-EI06BE	2
		NEGIN-EI06CE	2
ECO	Module INTERNATIONAL BUSINESS IN GLOBAL ECONOMY	ECOIN-EI02PE	6
	<ul style="list-style-type: none"> ▪ European economics integration and business ▪ Norms and international affairs ▪ Contemporary French business and society 	ECOIN-EI02AE	2
		ECOIN-02BE	2
		ECOIN-EI02CE	2

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 (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.

PARIS Specific modules at Bachelor level

Field	Course Title	Code	ETCS
FIN	Module FINANCE: CORPORATIONS AND MARKETS	FININ-EI07PE	6
	▪ Financial analysis and valuation	FININ-EI07AE	2
	▪ Corporate Financial Management	FININ-EI07BE	2
	▪ Money and capital markets	FININ-EI07CE	2
HRM	Module MANAGING PEOPLE AND CAREER	HRMIN-EI05PE	6
	▪ Fundamentals of Management 1 – Organisational Behavior	HRMIN-EI05AE	2
	▪ Fundamentals of Management 2 – HRM	HRMIN-EI05BE	2
	▪ Kickstarting your career	HRMIN-EI05CE	2
ITC	Module WORKING & COMMUNICATING WITH DIFFERENT CULTURES	ITCIN-EI02PE	6
	▪ French Contemporary Society	ITCIN-EI02AE	2
	▪ Intercultural communication	ITCIN-EI02BE	2
	▪ Acting for relational efficiency and self-affirmation	ITCIN-EI02CE	2
MKT	Module FUNDAMENTALS OF MARKETING	MKTIN-EI13PE	6
	▪ Product Management	MKTIN-EI13BE	2
	▪ Consumer behavior: new trends and tendencies	MKTIN-EI13CE	2
	▪ Global Brand Management	MKTIN-EI13AE	2
NEG	Module ESSENTIALS SALES, PURCHASING, NEGOCIATION	NEGIN-EI06PE	6
	▪ Sales essentials	NEGIN-EI06AE	2
	▪ International purchasing	NEGIN-EI06BE	2
	▪ Applied negotiation essentials	NEGIN-EI06CE	2
ECO	Module TRADE AND INTERNATIONAL BUSINESS	ECOIN-EI03PE	6
	▪ European economics integration and business	ECOIN-EI03CE	2
	▪ International Trade Organizations	ECOIN-EI03AE	2
	▪ Business Economics	ECOIN-EI03BE	2

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 (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.



List of courses available for exchange students

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

ECTS CODE	COURSE TITLE	CREDITS	SEMESTER
ACCB1-CE01UE	FINANCIAL ACCOUNTING	3,50	1
ACCB1-CE01UF	COMPTABILITE GENERALE ET FINANCIERE (Advanced French level required)	3,50	1
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,50	1
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE (Advanced French level required)	3,50	1
ACCB3-CE08UE	PERFORMANCE MANAGEMENT	4,50	1
ACCB3-EE11UE	RISK MANAGEMENT AND INTERNAL CONTROL	2,00	1
ACCIN-EI03UE	MANAGERIAL TOOLS FOR DECISION MAKING	2,00	1
ACCIN-EI04UE	ADVANCED FINANCIAL ANALYSIS	2,00	1
ACCMA-EE06UF	CONTRÔLE DE GESTION APPROFONDI (Advanced French level required)	2,00	1
ACCMA-EE10UF	FISCALITE DES PERSONNES (Advanced French level required)	2,00	1
ACCMA-EE24UF	TECHNIQUES COMPTABLES APPROFONDIES I (Advanced French level required)	2,00	1
ACCMA-EE33UF	LE REFERENTIEL COMPTABLE INTERNATIONAL IAS/IFRS (Advanced French level required)	2,00	1
ACCMA-EI27UE	INFORMATION SYSTEMS AUDIT	2,00	1
ACCMA-EI66UE	DUE-DILIGENCE & ASSET MANAGEMENT AUDITING	2,00	1
ACCMA-EI71UE	SUSTAINABILITY FOR COMPETITIVE ADVANTAGE	2,00	1
ACCMA-PI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00	1
ACCMA-PI36UE	OPERATIONAL AUDITING	2,00	1
DEVB1-CE02UE	EUROPEAN HISTORY	2,50	1
DEVB1-CE02UF	HISTOIRE EUROPEENNE (Advanced French level required)	2,50	1
DEVB1-CE08UF	ECRIRE POUR CONVAINCRE (Advanced French level required)	1,50	1
DEVB1-CE10UE	WORK SOCIOLOGY	2,00	1
DEVB1-CE10UF	SOCIOLOGIE DU TRAVAIL (Advanced French level required)	2,00	1
DEVB3-CS03UE	RELATIONAL INTELLIGENCE	0,50	1
DEVB3-CS03UF	INTELLIGENCE COLLECTIVE ET RELATIONNELLE (Advanced French level required)	0,50	1
DEVB3-EE13UE	INDIA TODAY	2,00	1
DEVB3-EE16UF	TOURISME DURABLE ET RESPONSABLE (Advanced French level required)	2,00	1
DEVB3-EE26UF	REALITE DE L'ENTREPRISE AU CINEMA (Advanced French level required)	2,00	1
DEVB3-EE38UF	POLITIQUE: ENTRE MENSONGE ET VERITE (Advanced French level required)	2,00	1
DEVB3-EE56UF	CREA LAB IESEG: CREATIVITE & INNOVATION (Advanced French level required)	2,00	1
DEVB3-EE62UF	DEFIS ET PERSPECTIVES DE LA CONSTRUCTION EUROPEENNE (Advanced French level required)	2,00	1
DEVBB3CS01UE	CHAIRING AND PARTICIPATING IN MEETINGS	1,00	1
DEVBB3CS02UE	RELATIONAL INTELLIGENCE	0,50	1
DEVIN-EI05US	NEGOCIOS Y DEPORTE	2,00	1
DEVMA-EE01UF	MANAGER IN VIVO (Advanced French level required)	2,00	1
ECOB1-CE01UE	MACROECONOMICS INDICATORS AND POLICIES	3,50	1
ECOB1-CE01UF	INDICATEURS ET POLITIQUES MACROECONOMIQUES (Advanced French level required)	3,50	1
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	1,50	1
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE (Advanced French level required)	1,50	1
ECOB2-CE05UE	ADVANCED MICROECONOMICS	2,00	1
ECOB2-CE05UF	MICROECONOMIE AVANCÉE (Advanced French level required)	2,00	1
ECOB3-EE03UF	CROISSANCE ECONOMIQUE ET DECISIONS STRATEGIQUES (Advanced French level required)	2,00	1
ECOB3-EE08UF	JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFIS DE L'ETHIQUE DE L'ECONOMIE DE MARCHÉ (Advanced French level required)	2,00	1
ECOB3-EE14UF	ECONOMIE DE LA FONCTIONNALITE : NOUVEAUX MODELES ECONOMIQUES (Advanced French level required)	2,00	1
ECOIN-EI02AE	EUROPEAN ECONOMIC INTEGRATION & BUSINESS	2,00	1
ECOIN-EI02BE	NORMS & INTERNATIONAL AFFAIRS	2,00	1
ECOIN-EI02CE	CONTEMPORARY FRENCH BUSINESS & SOCIETY	2,00	1
ENTMA-EI06UE	ENTREPRENEURIAL DECISION MAKING	2,00	1
ENTMA-EI11UE	NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT	2,00	1
ENTMA-EI18UE	ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD	2,00	1



IESEG List of courses available for exchange students

ENTMA-EI19UE	NEW PRODUCT CREATION & DIFFUSION	2,00	1
ENTMA-EI28UE	MANAGEMENT CONSULTING	2,00	1
ENTMA-EI30UF	BOITE À OUTILS JURIDIQUE POUR CRÉER SON ENTREPRISE (Advanced French level required)	2,00	1
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,50	1
FINB3-CE02UE	FINANCIAL MARKETS	3,00	1
FINB3-EE03UF	INTRODUCTION AU SECTEUR BANCAIRE (Advanced French level required)	2,00	1
FINB3-EE11UF	GESTION DE PATRIMOINE (Advanced French level required)	2,00	1
FINBB3CE01UE	APPLIED CORPORATE FINANCE	3,00	1
FININ-EI07AE	FINANCIAL ANALYSIS AND VALUATION	2,00	1
FININ-EI07BE	CORPORATE FINANCIAL MANAGEMENT	2,00	1
FININ-EI07CE	MONEY AND CAPITAL MARKETS	2,00	1
FINMA-EE101E	RISK ANALYSIS IN FINANCE	2,00	1
FINMA-EI100E	INTRODUCTION TO BANKING	2,00	1
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00	1
FINMA-EI25UE	CORPORATE GOVERNANCE: A FINANCIAL PERSPECTIVE	2,00	1
FINMA-EI27UE	BANKING AND FINANCIAL REGULATION	2,00	1
FINMA-EI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2,00	1
FINMA-EI63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES	2,00	1
FINMA-EI72UE	INITIAL PUBLIC OFFERINGS (IPO)	2,00	1
FINMA-EI86UE	CORPORATE INVESTMENTS	2,00	1
FINMA-EI99UE	FINANCIAL COMMUNICATION AND INVESTORS RELATION	2,00	1
HRMB2-CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3,00	1
HRMB3-CE03UE	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT	2,50	1
HRMB3-CE04UE	FUNDAMENTALS OF ORGANIZATION	2,00	1
HRMB3-EE05UE	TOOLS FOR EFFECTIVE PEOPLE MANAGEMENT	2,00	1
HRMBB3CE01UE	MANAGEMENT SKILLS	3,00	1
HRMIN-EI05AE	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	2,00	1
HRMIN-EI05BE	FUNDAMENTALS OF MANAGEMENT 2 - HRM	2,00	1
HRMIN-EI05CE	KICKSTARTING YOUR CAREER	2,00	1
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2,00	1
HRMMA-EI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2,00	1
HRMMA-EI20UE	MANAGING EMPLOYEE TURNOVER AND RETENTION	2,00	1
HRMMA-EI21UE	EMPLOYEE PERFORMANCE MANAGEMENT	2,00	1
HRMMA-FI23UE	TALENTS MANAGEMENT	2,00	1
IBEMA-EE10UE	EUROPEAN INTEGRATION: MECHANISM & IMPLICATIONS	2,00	1
IBEMA-EE54UE	PRODUCTIVITY AND EFFICIENCY ANALYSIS	2,00	1
IBEMA-EI36UE	EFFICIENCY AND BENCHMARKING IN BANKING	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	1
IBEMA-EI78UE	CORPORATE RISKS	2,00	1
ITCB3-EE02US	EL MUNDO HISPANO	2,00	1
ITCIN-EI06AE	FRENCH CULTURE	2,00	1
ITCIN-EI06BE	INTERCULTURAL COMMUNICATION	2,00	1
ITCIN-EI06CE	ACTING FOR RELATIONAL EFFICIENCY & SELF ASSERTION	2,00	1
LANB1-CE03UC	CHINESE 1	1,50	1
LANB1-CE03UG	DEUTSCH 1 TOURISMUS ALS WIRTSCHAFTSFAKTOR	1,50	1
LANB1-CE04US	SPANISH 1	1,50	1
LANB1-CE07US	ESPAÑOL PARA LA COMUNICACION 1	1,00	1
LANB1-CE08UG	DEUTSCH FÜR KOMMUNIKATION 1	1,00	1
LANB1-CE10UC	CHINESE FOR COMMUNICATION 1	1,00	1
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	2,00	1
LANB2-CE02UG	DEUTSCH 3 ARBEITSMARKT IN DEUTSCHLAND	1,50	1



List of courses available for exchange students

LANB2-CE03UC	CHINESE 3	1,50	1
LANB2-CE04UC	CHINESE FOR COMMUNICATION 3	1,00	1
LANB2-CE04US	ESPANOL PROFESIONAL 1	1,50	1
LANB2-CE06UE	ENGLISH FOR DEBATING 1	1,00	1
LANB2-CE08US	ESPANOL PARA LA COMUNICACION 3	1,00	1
LANB2-CE09UG	DEUTSCH FUR KOMMUNIKATION 3	1,00	1
LANB3-CE02UC	CHINESE 5	1,50	1
LANB3-CE02UG	DEUTSCH 5 WIRTSCHAFTSSTANDORT DEUTSCHLAND	1,50	1
LANB3-CE04US	ESPANOL EMPRESARIAL 1	1,50	1
LANB3-EE23UE	PREPARATION FOR TOEFL	2,00	1
LANIN-OE01UF	FRENCH COMPLETE BEGINNER A1.1 (REGISTRATION WITH FRENCH TEST ONLY)	2,00	1
LANIN-OE02UF	FRENCH PRE INTERMEDIATE A2 (REGISTRATION WITH FRENCH TEST ONLY)	3,00	1
LANIN-OE03UF	FRENCH INTERMEDIATE B1 (REGISTRATION WITH FRENCH TEST ONLY)	3,00	1
LANIN-OE04UF	BUSINESS FRENCH B2 (REGISTRATION WITH FRENCH TEST ONLY)	3,00	1
LANIN-OE05UF	DECOUVERTE DE LA FRANCE SOUS LES ASPECTS INSTITUTIONNELS, ECONOMIQUES, CULTURELS (B1 level required)	2,00	1
LANIN-OE06UF	PREPARATION AU DELF B1 ET B2 (B1 or B2 level required) / PREPARATION FOR DELF B1 AND B2	2,00	1
LANIN-OE15UF	BIEN PRONONCER LE FRANCAIS / FRENCH PRONUNCIATION (A1/A1.1 level required)	1,00	1
LANIN-OE17UF	FRENCH UPPER BEGINNER A1 (REGISTRATION WITH FRENCH TEST ONLY)	2,00	1
LANMA-EE11UE	JOB HUNTING TECHNIQUES FOR THE ENGLISH-SPEAKING CORPORATE WORLD	2,00	1
LANMA-EE14US	PREPARACION PARA DELE (B1 level required)	2,00	1
LANMA-EE27UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00	1
LANTR-OE22UR	RUSSIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE09UG	GERMAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE01UC	CHINESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE02US	SPANISH AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE03UI	ITALIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE30UP	PORTUGUESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LANTR-OE36UA	ARABIC AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00	1
LAWB1-CE01UE	CIVIL LAW	3,50	1
LAWB1-CE01UF	DROIT CIVIL (Advanced French level required)	3,50	1
LAWB2-CE01UE	BUSINESS LAW	3,50	1
LAWB2-CE01UF	DROIT DES AFFAIRES (Advanced French level required)	3,50	1
LAWB3-CE05UE	ADVANCED BUSINESS LAW	1,50	1
LAWB3-EE07UF	MANAGEMENT SOCIAL DE L'ENTREPRISE (Advanced French level required)	2,00	1
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2,50	1
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50	1
MISIN-EI02UE	DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2,00	1
MISMA-EI04UE	DIGITAL TRANSFORMATION AND IT CHANGE: POSSIBILITIES AND CHALLENGES	2,00	1
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2,00	1
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-EI75UE	DATA VISUALIZATION	2,00	1
MKTB1-CE01UE	INTRODUCTION TO MARKETING	2,50	1
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50	1
MKTB3-EE20UE	GLOBAL BRAND MANAGEMENT	2,00	1
MKTB3-EE27UE	MOBILE MARKETING	2,00	1
MKTIN-EI02UE	STRATEGIC MARKETING	2,00	1
MKTIN-EI06UE	DIGITAL STRATEGY	2,00	1
MKTIN-EI13AE	GLOBAL BRAND MANAGEMENT	2,00	1



IESEG List of courses available for exchange students

MKTIN-EI13BE	PRODUCT MANAGEMENT	2,00	1
MKTIN-EI13CE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2,00	1
MKTIN-EI14UE	WEB MARKETING	2,00	1
MKTMA-EE05UE	CROSS CULTURAL MARKETING	2,00	1
MKTMA-EE76UE	ADVERTISING AND COMMUNICATIONS STRATEGY	2,00	1
MKTMA-EE79UE	NEUROMARKETING	2,00	1
MKTMA-EI04UE	CRM/ CUSTOMER RELATIONSHIP MANAGEMENT	2,00	1
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00	1
MKTMA-EI103E	SALES FORECASTING	2,00	1
MKTMA-EI111E	MARKETING & INNOVATION	2,00	1
MKTMA-EI11UE	INTERNATIONAL DIMENSION OF CONSUMER BEHAVIOUR	2,00	1
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00	1
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00	1
MKTMA-EI26UE	SERVICES MARKETING	2,00	1
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00	1
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00	1
MKTMA-EI45UE	INTERNATIONAL MARKETING IN EMERGING MARKETS	2,00	1
MKTMA-EI46UE	BUSINESS TO BUSINESS MARKETING	2,00	1
MKTMA-EI51UE	CRM IN SMALL BUSINESS	2,00	1
MKTMA-EI54UE	PERSUASION IN MARKETING COMMUNICATION	2,00	1
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION	2,00	1
MKTMA-EI65UE	MARKETING TO THE NEW CONSUMER: ONLINE WAYS TO CONNECT WITH & UNDERSTAND CONSUMERS	2,00	1
MKTMA-EI66UE	EXPERIENTIAL MARKETING	2,00	1
MKTMA-EI75UE	VIRAL MARKETING:FROM WORD OF MOUTH TO SOCIAL MEDIA	2,00	1
MKTMA-EI77UE	OFFLINE BRAND COMMUNICATIONS	2,00	1
MKTMA-EI78UE	CORPORATE SOCIAL RESPONSABILITY & MARKETING	2,00	1
MKTMA-EI89UE	PRICING IN MARKETING	2,00	1
MKTMA-EI92UE	BRAND COMMUNICATION STRATEGY	2,00	1
MKTMA-PI71UE	SEARCH ENGINE MARKETING & ONLINE ADVERTISING (PPC & SEO)	2,00	1
NEGB2-CE01UE	SALES TECHNIQUES	1,50	1
NEGB2-CE01UF	TECHNIQUES DE VENTE (Advanced French level required)	1,50	1
NEGB3-CE07UE	INTRODUCTION TO NEGOTIATION	1,50	1
NEGB3-EE07UF	NEGOCIATION SIMUL'ONU (Advanced French level required)	2,00	1
NEGBB3CE01UE	SALES MANAGEMENT	3,00	1
NEGIN-EI06AE	SALES ESSENTIALS	2,00	1
NEGIN-EI06BE	INTERNATIONAL PURCHASING	2,00	1
NEGIN-EI06CE	APPLIED NEGOTIATION ESSENTIALS	2,00	1
NEGMA-EE04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00	1
NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00	1
NEGMA-EI11UE	KEY CUSTOMER RELATIONS MANAGEMENT	2,00	1
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00	1
NEGMA-EI31UE	DECISION-MAKING FOR MANAGERS	2,00	1
NEGMA-EI42UE	INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING	2,00	1
NEGMA-EI52UE	WORKPLACE CONFLICT AND EMPLOYEE WELL-BEING	2,00	1
NEGMA-EI53UE	LEADERSHIP, POWER AND PERSUASION IN NEGOTIATION	2,00	1
NEGMA-EI54UE	SUPPLIER-CUSTOMER COLLABORATION AND CO-CREATION IN VALUE ECO-SYSTEM	2,00	1
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50	1
OPSB3-CE05UE	INDUSTRIAL REALITIES	2,50	1
OPSB3-EE03UF	LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS (Advanced French level required)	2,00	1
OPSB3-EE07UF	METHODES D'OPTIMISATION NON LINEAIRE ET APPLICATIONS (Advanced French level required)	2,00	1
OP SMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00	1
OP SMA-EI42UE	PRODUCTION AND CAPACITY PLANNING	2,00	1



List of courses available for exchange students

OPSM-A-EI46UE	INTERNATIONAL GREEN LOGISTICS	2,00	1
OPSM-A-EI71UE	PURCHASING & SOURCING	2,00	1
OPSM-A-EI73UE	MINDFULNESS - THE ART OF MANAGING RISK AND UNCERTAINTY	2,00	1
OPSM-A-EI76UE	SALES AND OPERATIONS PLANNING (S&OP)	2,00	1
OPSM-A-EI80UE	DECISION TOOLS FOR OPERATIONS MANAGEMENT	2,00	1
OPSM-A-EI86UE	INDUSTRIAL AND LOGISTICS PROCESS: AN OVERVIEW	2,00	1
QMSB1-CE01UE	MATHEMATICS CALCULUS	4,75	1
QMSB1-CE01UF	MATHEMATIQUES ANALYSE (Advanced French level required)	4,75	1
QMSB2-CE03UE	INFERENCE STATISTICS	4,00	1
QMSB2-CE03UF	STATISTIQUES INFERENCELLES (Advanced French level required)	4,00	1
QMSB3-CE03UE	INTERMEDIATE DATA ANALYSIS	1,50	1
QMSB3-CE04UE	INTERMEDIATE ECONOMETRICS	1,50	1
QMSB3-CE05UE	INTERMEDIATE OPTIMIZATION METHODS	1,50	1
STRB3-EE02UF	LES GRANDS DIRIGEANTS (Advanced French level required)	2,00	1
STRB3-EE04UF	INNOVATION & ENTREPRENEURIAL SOCIAL (Advanced French level required)	2,00	1
STRBB3CE01UE	FUNDAMENTALS OF STRATEGY	3,00	1
STRMA-EE02UE	CREATING SHARED VALUE (e-learning course)	2,00	1
STRMA-EE03UE	DECISIONS AND LEADERSHIP (e-learning course)	2,00	1
STRMA-EE13UE	SOCIAL INNOVATION AND ENTREPRENEURSHIP (e-learning course)	2,00	1
STRMA-EI09UE	SUSTAINABILITY LEADERSHIP	2,00	1

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NO ONLINE REGISTRATION FOR FOREIGN LANGUAGE COURSES (LV2) :
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PARIS CAMPUS 2018-2019 Fall semester (changes may occur)

ECTS CODE	COURSE TITLE	CREDITS
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,50
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE (Advanced French level required)	3,50
ACCB3-CE08UE	PERFORMANCE MANAGEMENT	4,50
ACCB3-EE11UE	RISK MANAGEMENT AND INTERNAL CONTROL	2,00
ACCIN-EI02UE	MANAGEMENT CONTROL	2,00
ACCMA-EE09UF	FISCALITE D'ENTREPRISE	2,00
ACCMA-EE38UF	MANAGEMENT ET CONTROLE DE GESTION (PARCOURS EXPERTISE COMPTABLE)	2,00
ACCMA-EI01UE	ACTIVITY BASED COST MANAGEMENT	2,00
ACCMA-EI27UE	INFORMATION SYSTEMS AUDIT	2,00
ACCMA-EI63UE	INTERNAL AUDIT	2,00
ACCMA-EI64UE	ADVANCED FINANCIAL REPORTING UNDER US AND INTERNATIONAL STANDARDS	2,00
ACCMA-PI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00
ACCMA-PI36UE	OPERATIONAL AUDITING	2,00
ACCUH-CE01UE	MANAGERIAL ACCOUNTING	6,00
DEVB1-CE02UF	HISTOIRE EUROPEENNE	2,50
DEVB1-CE03UE	RELATIONAL EFFICIENCY THROUGH DRAMA	1,25
DEVB1-CE14UF	AMS : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT (only for students staying for 1 year)	0,75
DEVB3-EE38UF	POLITIQUE: ENTRE MENSONGE ET VERITE	2,00
DEVB3-EE60UF	ANIMER ET PARTICIPER A UNE REUNION	2,00
DEVB3-EE61UF	PRISE DE PAROLE EN PUBLIC	2,00
DEVMA-EE01UF	MANAGER IN VIVO	2,00
ECOB1-CE01UE	MACROECONOMICS INDICATORS AND POLICIES	3,50
ECOB1-CE01UF	INDICATEURS ET POLITIQUES MACROECONOMIQUES	3,50
ECOB2-CE02UE	CONTEMPORARY INTERNATIONAL ECONOMICS	1,50
ECOB2-CE02UF	ECONOMIE INTERNATIONALE CONTEMPORAINE (Advanced French level required)	1,50
ECOB2-CE05UE	ADVANCED MICROECONOMICS	2,00
ECOB2-CE05UF	MICROECONOMIE AVANCÉE (Advanced French level required)	2,00
ECOIN-EI03AE	INTERNATIONAL TRADE ORGANIZATIONS	2,00
ECOIN-EI03BE	BUSINESS ECONOMICS	2,00
ECOIN-EI03CE	EUROPEAN ECONOMIC INTEGRATION & BUSINESS	2,00
ENTMA-EI11UE	NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT	2,00
ENTMA-EI18UE	ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD	2,00
ENTMA-EI19UE	NEW PRODUCT CREATION & DIFFUSION	2,00
ENTMA-EI28UE	MANAGEMENT CONSULTING	2,00
ENTMA-EI30UF	BOITE À OUTILS JURIDIQUE POUR CRÉER SON ENTREPRISE	2,00
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,50
FINB3-CE02UE	FINANCIAL MARKETS	3,00
FININ-EI07AE	FINANCIAL ANALYSIS AND VALUATION	2,00
FININ-EI07BE	CORPORATE FINANCIAL MANAGEMENT	2,00
FININ-EI07CE	MONEY AND CAPITAL MARKETS	2,00
FINMA-EE101E	RISK ANALYSIS IN FINANCE	2,00
FINMA-EE63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES	2,00
FINMA-EI100E	INTRODUCTION TO BANKING	2,00

FINMA-EI10UE	INTERNATIONAL FINANCE	2,00
FINMA-EI27UE	BANKING AND FINANCIAL REGULATION	2,00
FINMA-EI55UE	ENTREPRENEURIAL FINANCE	2,00
FINMA-EI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2,00
FINMA-EI68UE	INTRODUCTION TO INSURANCE INDUSTRY	2,00
FINMA-EI72UE	INITIAL PUBLIC OFFERINGS (IPO)	2,00
FINMA-EI76UE	SYSTEMIC RISK	2,00
FINMA-EI86UE	CORPORATE INVESTMENTS	2,00
FINMA-PI79UE	ADVANCED FINANCIAL STATEMENT ANALYSIS	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-EE06UE	SUCCESSFUL MANAGEMENT SKILLS	2,00
HRMIN-EI05AE	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	2,00
HRMIN-EI05BE	FUNDAMENTALS OF MANAGEMENT 2 - HRM	2,00
HRMIN-EI05CE	KICKSTARTING YOUR CAREER	2,00
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2,00
HRMMA-EI20UE	MANAGING EMPLOYEE TURNOVER AND RETENTION	2,00
HRMMA-EI21UE	EMPLOYEE PERFORMANCE MANAGEMENT	2,00
HRMMA-EI33UE	MANAGING EMPLOYEE DIVERSITY AND INCLUSION	2,00
HRMMA-FI23UE	TALENTS MANAGEMENT	2,00
IBEMA-EE52UE	DOING BUSINESS IN CENTRAL AND EASTERN EUROPE	2,00
IBEMA-EE66UE	EMERGING MARKETS AND COUNTRY RISK EVALUATION	2,00
IBEMA-EE86UE	STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT	2,00
IBEMA-EI56UE	MEASUREMENT OF WELL BEING AND EVALUATION OF PUBLIC POLICY	2,00
IBEMA-EI57UE	AN INTERNATIONAL COMPARISON OF HEALTH CARE SYSTEMS	2,00
IBEMA-EI69UE	NETWORKS, CROWDS & MARKETS	2,00
IBEMA-EI73UE	UNDERSTANDING INDIA FOR BUSINESS	2,00
IBEMA-EI85UE	ECONOMICS FOR MANAGERS	2,00
IBEMA-PE63UE	APPLIED INDUSTRIAL ORGANISATION	2,00
IBEUH-CE01UE	INTERNATIONAL CORPORATE GOVERNANCE	6,00
ITCIN-EI02AE	FRENCH CONTEMPORARY SOCIETY	2,00
ITCIN-EI02BE	INTERCULTURAL COMMUNICATION	2,00
ITCIN-EI02CE	ACTING FOR RELATIONAL EFFICIENCY AND SELF AFFIRMATION	2,00
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	2,00
LANB2-CE02UG	DEUTSCH 3 ARBEITSMARKT IN DEUTSCHLAND	1,50
LANB2-CE03UC	CHINOIS 3	1,50
LANB2-CE04UC	CHINOIS POUR LA COMMUNICATION 3	1,00
LANB2-CE04US	ESPANOL PROFESIONAL 1	1,50
LANB2-CE06UE	ENGLISH FOR DEBATING 1	1,00
LANB2-CE08US	ESPANOL PARA LA COMUNICACION 3	1,00
LANB2-CE09UG	DEUTSCH FUR KOMMUNIKATION 3	1,00
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-OE04UF	FRANCAIS DES AFFAIRES 1	3,00
LANIN-OE17UF	FRANCAIS DEBUTANT +	2,00
LANMA-EE14US	PREPARACION PARA DELE (B1 level required)	2,00

LANMA-EE27UE	BUSINESS ENGLISH FOR NEGOTIATION	2,00
LAWB2-CE01UE	BUSINESS LAW	3,50
LAWB2-CE01UF	DROIT DES AFFAIRES (Advanced French level required)	3,50
LAWB3-EE05UF	DROIT DU TRAVAIL	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-EI04UE	DIGITAL TRANSFORMATION AND IT CHANGE: POSSIBILITIES AND CHALLENGES	2,00
MISMA-EI13UE	HUMAN COMPUTER INTERACTION: WEBSITE DESIGN	2,00
MISMA-EI44UE	MANAGING INNOVATION IN THE DIGITAL ERA	2,00
MISMA-EI75UE	DATA VISUALIZATION	2,00
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50
MKTIN-EI03UE	PRODUCT INNOVATION	2,00
MKTIN-EI06UE	DIGITAL STRATEGY	2,00
MKTIN-EI13AE	GLOBAL BRAND MANAGEMENT	2,00
MKTIN-EI13BE	PRODUCT MANAGEMENT	2,00
MKTIN-EI13CE	CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	2,00
MKTIN-EI09UE	INTERNATIONAL COMMUNICATION STRATEGY	2,00
MKTIN-EI13UE	SOCIAL MEDIA MARKETING	2,00
MKTMA-EI04UE	CRM/ CUSTOMER RELATIONSHIP MANAGEMENT	2,00
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00
MKTMA-EI100E	GLOBAL ONLINE RETAIL	2,00
MKTMA-EI116E	INTERNET OF THINGS	2,00
MKTMA-EI117E	INNOVATIVE DECISION MAKING FOR MARKETING STRATEGY	2,00
MKTMA-EI21UE	PRODUCT DESIGN AND INNOVATION	2,00
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00
MKTMA-EI26UE	SERVICES MARKETING	2,00
MKTMA-EI46UE	BUSINESS TO BUSINESS MARKETING	2,00
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION	2,00
MKTMA-EI70UE	HIGH TECHNOLOGY MARKETING	2,00
MKTMA-EI85UE	MARKETING STRATEGY	2,00
MKTMA-EI91UE	MARKETING PERFORMANCE WITH SUPPLY CHAIN MANAGEMENT	2,00
MKTMA-EI94UE	TRADE & SHOPPER MARKETING	2,00
MKTMA-PI13UE	INTERNATIONAL MARKETING	2,00
NEGB2-CE01UE	SALES TECHNIQUES	1,50
NEGB2-CE01UF	TECHNIQUES DE VENTE (Advanced French level required)	1,50
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-EI11UE	KEY CUSTOMER RELATIONS MANAGEMENT	2,00
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00
NEGMA-EI31UE	DECISION-MAKING FOR MANAGERS	2,00
NEGMA-EI52UE	WORKPLACE CONFLICT AND EMPLOYEE WELL-BEING	2,00
NEGMA-EI53UE	LEADERSHIP, POWER AND PERSUASION IN NEGOTIATION	2,00
NEGMA-EI55UE	PRINCIPLES OF PUBLIC INTERNATIONAL LAW AND INTERNATIONAL INVESTMENT	2,00
NEGMA-FI25UE	APPLIED CONFLICT MANAGEMENT THEORY	2,00
NEGMM5EI02UE	INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING	2,00

NEGMM5EI03UE	NEGOTIATION CONTRACTS AND LAW	2,00
NEGMM5EI06UE	MEDIATION	2,00
NEGMM5EI07UE	DECISION GAMES, SOCIAL DILEMMAS AND NEGOTIATION	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50
OPSMA-EI27UE	ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS	2,00
OPSMA-EI42UE	PRODUCTION AND CAPACITY PLANNING	2,00
OPSMA-EI46UE	INTERNATIONAL GREEN LOGISTICS	2,00
OPSMA-EI65UE	PERFORMANCE METRICS	2,00
OPSMA-EI72UE	THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED	2,00
OPSMA-EI80UE	DECISION TOOLS FOR OPERATIONS MANAGEMENT	2,00
QMSB1-CE01UE	MATHEMATICS CALCULUS	4,50
QMSB1-CE01UF	MATHEMATIQUES ANALYSE	4,50
QMSB2-CE03UE	INFERENTIAL STATISTICS	4,00
QMSB2-CE03UF	STATISTIQUES INFERENCELLES (Advanced French level required)	4,00
STRMA-EI09UE	SUSTAINABILITY LEADERSHIP	2,00

LEGEND:

	Course in French
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