

# Courses for Incoming Exchange Students

## FALL 2019

## LILLE & PARIS

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 Catalogue

Course descriptions / syllabus are available on 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 more 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

### Course load

The typical course load is between **20 ECTS** and **30 ECTS** (credits) per semester.

**One (1) ECTS** credit is equivalent to **twenty-five (25) hours of work** (including contact hours).

### Courses Format

Intensive course	Extensive course	Seminars
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### 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 in October+ final exams at the end of the semester (see academic calendar),

Intensive courses (Code in IBP, IN...): 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.

NO PARTICULAR EXAM SESSION WILL BE ORGANISED FOR STUDENTS WHO DO NOT COMPLY WITH THE ACADEMIC CALENDAR.

## ECTS Code

If we take the example of "CIVIL LAW", the ECTS code of the course is:  
**"1920-IESEG-BA1S1S2-LAWB1-CE01UF"**.

1st part of the course code

**1920-IESEG-BA1S1S2:**

Specific code to the Lille Catholic University which means that the course is offered in 2019-2020, 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**).

<b>Year of study</b>	<b>BA1 (1<sup>st</sup> year of Bachelor cycle)</b>
	<b>BA2 (2<sup>nd</sup> year of Bachelor cycle)</b>
	<b>BA3 (3<sup>rd</sup> year of Bachelor)</b>
	BB3 (3 <sup>rd</sup> year of Bachelor In Business)
	<b>M (Master)</b>
	<b>IN (Courses only available for exchange students)</b>
	<b>IBP: International bachelor programme (6 ECTS modules)</b>
	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)	
<b>Period of study</b>	S1 (semester 1 : only from September to December)
	S2 (semester 2 : only from January to May)
	Y (year : staggered all over the academic year)

2<sup>nd</sup> part of the course code

**Example 1: LAWB1-CE01UF:** specific code to IESEG - Grande Ecole Program

**Example 2: MISIBPEI01PE:** specific code to IESEG – International Bachelor Program (6 ECTS modules)

The first 3 letters characterize the field of study to which the course is attached. In the example above **MIS** indicates the field of study.

### Fields 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-ENT	Strategy and corporate social responsibility - entrepreneurship
HRM	Human Resources Management	THE	Thesis / Consulting Project
LAW	Law		

### Example 1:

4<sup>th</sup> and 5<sup>th</sup> characters of this second part of ECTS code refer to the year in which the course is proposed: **B1**, **B2** or **B3** indicate that this is a Bachelor course in 1<sup>st</sup>, 2<sup>nd</sup> or 3<sup>rd</sup> year, **MA**: a Master course, **AP**: course from the Apprenticeship Master, **IN**: course for exchange students and **TR**: transverse course such as certain options as a second modern language.

### Example 2:

4th, 5th and 6th characters of this second part of ECTS code refer to the year in which the course is proposed:

**IBP**: courses from the international Bachelor Program (6 ECTS Modules (Intensive Bachelor courses)

**MIB**: courses intended to MIB students.

**MFM**: courses intended to Fashion Management students

**PGP**: common courses for postgraduate programs

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 <sup>th</sup> character)	Course format (8 <sup>th</sup> character)
<ul style="list-style-type: none"><li>• C (Core course)</li><li>• E (Elective)</li><li>• F (Obligatory track electives in Master)</li><li>• T (Track course in Master)</li><li>• O (Optional course)</li></ul>	<ul style="list-style-type: none"><li>• E (Extensive : course taught over several weeks)</li><li>• I (Intensive : course taught in concentrated shape over one week, including evaluation)</li><li>• S (Seminar : course taught in concentrated shape generally not exceeding 3 days)</li></ul>

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.

## Modules (Intensive Bachelor courses / International Bachelor Program)

A module is composed of 2 or 3 units/courses (**intensive** format). The final grade will be calculated by doing an average grade (10/20) of the different units. If you don't pass the module, you can retake the only unit you failed. You need to get an average grade of 10/20 for the whole module to obtain the full credits of the module (even with a failed unit).

Each unit can be taken separately (2 ECTS per course), in case you do not want to study the 2 or 3 units of the module.



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Paris : Socle de la Grande Arche – 1 Parvis de La Défense  
F-92044 Paris – La Défense cedex  
Standard: +33 (0)3.20.54.58.92

[www.ieseg.fr](http://www.ieseg.fr)

**MODULES - Lille - Fall 2019**  
**(INTERNATIONAL BACHELOR PROGRAMME (IBP))**

TRACK	MODULE	ECTS	UNIT TITLES composing the module	COURSE CODE
ACC	FUNDAMENTALS OF BUSINESS DECISION TOOLS ACCIBPEI01PE	6	FINANCIAL ACCOUNTING & REPORTING	ACCIBPEI01AE
			MANAGEMENT CONTROL	ACCIBPEI01BE
			FINANCIAL MANAGEMENT	ACCIBPEI01CE
DEV	DEVELOP YOUR LEADERSHIP DEVIBPEI01PE	6	PERSONAL LEADERSHIP : get to know yourself and emphasize your strengths	DEVIBPEI01AE
			INTERPERSONAL LEADERSHIP : improve your relational ability	DEVIBPEI01BE
			COLLECTIVE LEADERSHIP: Commitment and creative development	DEVIBPEI01CE
ECO	INTERNATIONAL BUSINESS IN GLOBAL ECONOMY ECOIBPEI02PE	4	EUROPEAN ECONOMIC INTEGRATION & BUSINESS	ECOIBPEI02AE
			CORPORATE CULTURE & INNOVATION	ECOIBPEI02BE
FIN	FINANCE: CORPORATION & MARKET FINIBPEI01PE	6	FINANCIAL ANALYSIS AND VALUATION	FINIBPEI01AE
			MONEY AND CAPITAL MARKETS	FINIBPEI01BE
			CORPORATE FINANCIAL MANAGEMENT	FINIBPEI01CE
HRM	MANAGING PEOPLE AND ORGANISATIONS HRMIBPEI01PE	6	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	HRMIBPEI01CE
			FUNDAMENTALS OF MANAGEMENT 2 - HRM	HRMIBPEI01AE
			FUNDAMENTALS OF MANAGEMENT 3 -LEADERSHIP AND CHANGE	HRMIBPEI01BE
ITC	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD ITCIBPEI02PE	6	WHY CULTURE MATTERS: building blocks of Intercultural Communication	ITCIBPEI02AE
			WHY CULTURE MATTERS: building blocks of Intercultural Communication	
			FRENCH CULTURE	ITCIBPEI02BE
			WORKING EFFECTIVELY IN MULTICULTURAL TEAMS	ITCIBPEI02CE
LAW	ONLINE MARKET : SOME ASPECTS OF INTERNET LAW LAWIBPEI01PE	6	PERSONAL DATA IN THE DIGITAL REALM	LAWIBPEI01AE
			INTELLECTUAL PROPERTY ON THE INTERNET	LAWIBPEI01BE
			CONTRACTS ON THE INTERNET	LAWIBPEI01CE
MIS	DIGITAL TRANSFORMATION & AGILE PROJECTS MISIBPEI01PE	4	MANAGING DIGITAL PROJECTS IN THE AGE OF AGILITY	MISIBPEI01AE
			DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES	MISIBPEI01BE
MKT	FUNDAMENTALS OF MARKETING MKTIBPEI01PE	6	PRODUCT MANAGEMENT	MKTIBPEI01AE
			GLOBAL BRAND MANAGEMENT	MKTIBPEI01BE
			CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	MKTIBPEI01CE
MKT	DIGITAL MARKETING MKTIBPEI04PE	6	DIGITAL STRATEGY	MKTIBPEI04AE
			SOCIAL MEDIA MARKETING	MKTIBPEI04BE
			WEB MARKETING	MKTIBPEI04CE
NEG	ESSENTIALS SALES, PURCHASING & NEGOTIATION NEGIBPEI01PE	6	INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT	NEGIBPEI01AE
			APPLIED NEGOTIATION ESSENTIALS	NEGIBPEI01BE
			SALES ESSENTIALS	NEGIBPEI01CE
STR-ENT	STRATEGY & CORPORATE SOCIAL RESPONSIBILITY TOOL KIT STRIBPEI01PE	6	INTRODUCTION TO STRATEGY	STRIBPEI01AE
			INTRODUCTION TO BUSINESS ETHICS	STRIBPEI01BE
			CORPORATE SOCIAL RESPONSIBILITY	STRIBPEI01CE

## LILLE CAMPUS 2019-2020 - Fall 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
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,50
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE (Advanced French level required)	3,50
ACCB3-CE08UE	PERFORMANCE MANAGEMENT	4,50
ACCIBPEI01AE	Fundamentals of business decision tools: FINANCIAL ACCOUNTING AND REPORTING *	2,00
ACCIBPEI01BE	Fundamentals of business decision tools: MANAGEMENT CONTROL *	2,00
ACCIBPEI01CE	Fundamentals of business decision tools: FINANCIAL MANAGEMENT *	2,00
<b>ACCIBPEI01PE</b>	<b>FUNDAMENTALS OF BUSINESS DECISION TOOLS (Module composed of 3 courses: ACCIBPEI01AE / ACCIBPEI01BE / ACCIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
ACCM-EE06UF	CONTRÔLE DE GESTION APPROFONDI (Advanced French level required)	2,00
ACCM-EE51UF	DROIT DU TRAVAIL ET STRATEGIE D'ENTREPRISE (Advanced French level required)	2,00
ACCM-EI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00
ACCM-EI63UE	INTERNAL AUDIT	2,00
ACCM-EI66UE	DUE-DILIGENCE & AUDITING OF INVESTMENT MANAGEMENT FIRMS	2,00
ACCM-EI74UE	FINANCIAL REPORTING	2,00
DEVB1-CE02UE	GLOBAL HISTORY	2,50
DEVB1-CE02UF	HISTOIRE GLOBALE (Advanced French level required)	2,50
DEVB1-CE03UE	RELATIONAL EFFICIENCY THROUGH DRAMA	1,25
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
DEVB3-CS03UF	INTELLIGENCE COLLECTIVE ET RELATIONNELLE - PERFECTIONNEMENT (Advanced French level required)	0,50
DEVB3-EE26UF	REALITE DE L'ENTREPRISE AU CINEMA (Advanced French level required)	2,00
DEVB3-EE38UF	POLITIQUE: ENTRE MENSONGE ET VERITE (Advanced French level required)	2,00
DEVB3-EE62UF	DEFIS ET PERSPECTIVES DE LA CONSTRUCTION EUROPEENNE	2,00
DEVIBPEI01AE	Develop your leadership: Personal leadership, get to know yourself and emphasize your strengths *	2,00
DEVIBPEI01BE	Develop your leadership: Interpersonal leadership, improve your relational ability *	2,00
DEVIBPEI01CE	Develop your leadership: Collective leadership, Commitment and creative development *	2,00
<b>DEVIBPEI01PE</b>	<b>DEVELOP YOUR LEADERSHIP (Module composed of 3 courses: DEVIBPEI01AE/ DEVIBPEI01BE /DEVIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
DEVIBPEI01UE	French wine & Champagne: a part of the French culture and business	2,00
DEVIBPEI01US	NEGOCIOS Y DEPORTE	2,00
ECOB1-CE01UE	MACROECONOMICS INDICATORS AND POLICIES	3,50
ECOB1-CE01UF	INDICATEURS ET POLITIQUES MACROECONOMIQUES (Advanced French level required)	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
ECOB3-EE03UF	CROISSANCE ECONOMIQUE ET DECISIONS STRATEGIQUES (Advanced French level required)	2,00
ECOB3-EE08UF	JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFIS DE L'ETHIQUE DE L'ECONOMIE DE MARCHE (Advanced French level required)	2,00
ECOB3-EE14UF	ECONOMIE DE LA FONCTIONNALITE : NOUVEAUX MODELES ECONOMIQUES (Advanced French level required)	2,00
ECOIBPEI02AE	INTERNATIONAL BUSINESS IN GLOBAL ECONOMY: EUROPEAN ECONOMIC INTEGRATION & BUSINESS *	2,00
ECOIBPEI02BE	INTERNATIONAL BUSINESS IN GLOBAL ECONOMY: CORPORATE CULTURE & INNOVATION *	2,00
<b>ECOIBPEI02PE</b>	<b>INTERNATIONAL BUSINESS IN GLOBAL ECONOMY (Module composed of 2 courses: ECOIBPEI02AE/ECOIBPEI02BE) (No online registration. You will be automatically enrolled in this module if you register for the 2 courses which are part of it)</b>	<b>4,00</b>
ENTIN-EE01UE	ENTREPRENEURSHIP AND NEW BUSINESS DEVELOPMENT (Highly recommended for exchange students)	6,00
ENTMA-EI11UE	NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT	2,00
ENTMA-EI19UE	NEW PRODUCT CREATION & DIFFUSION	2,00
ENTMA-EI25UE	INTELLECTUAL PROPERTY AND OPENNESS: USING LEGAL TOOLS TO ENHANCE INNOVATION, CREATIVITY AND RELATED INVESTMENTS	2,00
ENTMA-EI37UE	STRATEGIZE YOUR LIFE	2,00
ENTMA-EI38UE	EMERGING TECHNOLOGIES	2,00
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,00
FINB3-CE02UE	FINANCIAL MARKETS	3,00

FINBB3CE01UE	APPLIED CORPORATE FINANCE	3,00
FINIBPEI01AE	Finance: Corporations and Markets: FINANCIAL ANALYSIS AND VALUATION *	2,00
FINIBPEI01BE	Finance: Corporations and Markets: MONEY AND CAPITAL MARKETS *	2,00
FINIBPEI01CE	Finance: Corporations and Markets: CORPORATE FINANCIAL MANAGEMENT *	2,00
<b>FINIBPEI01PE</b>	<b>FINANCE: CORPORATION AND MARKET (Module composed of 3 courses: FINIBPEI01AE/ FINIBPEI01BE FINIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
FINMA-EE101E	RISK ANALYSIS IN FINANCE	2,00
FINMA-EI100E	FUNDAMENTALS OF BANKING	2,00
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00
FINMA-EI112E	IDENTIFYING ETHICAL TRAPS IN FINANCIAL DECISION TAKING	2,00
FINMA-EI25UE	CORPORATE GOVERNANCE: A FINANCIAL PERSPECTIVE	2,00
FINMA-EI27UE	BANKING AND FINANCIAL REGULATION	2,00
FINMA-EI31UE	CAPITAL STRUCTURE & FINANCIAL OPTIMIZATION: LBO & OTHER FINANCIAL LEVERAGE STRUCTURES	2,00
FINMA-EI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2,00
FINMA-EI63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES	2,00
FINMA-EI72UE	INITIAL PUBLIC OFFERINGS (IPO)	2,00
FINMA-EI76UE	SYSTEMIC RISK	2,00
FINMA-EI79UE	ADVANCED FINANCIAL STATEMENT ANALYSIS	2,00
FINMA-EI86UE	CORPORATE INVESTMENTS	2,00
FINMA-EI99UE	FINANCIAL COMMUNICATION AND INVESTORS RELATION	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
HRMBB3CE01UE	MANAGEMENT SKILLS	3,00
HRMIBPEI01AE	Managing People and Organisations: FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR *	2,00
HRMIBPEI01BE	Managing People and Organisations: FUNDAMENTALS OF MANAGEMENT 2 - HRM *	2,00
HRMIBPEI01CE	Managing People and Organisations: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE *	2,00
<b>HRMIBPEI01PE</b>	<b>MANAGING PEOPLE AND ORGANISATIONS (Module composed of 3 courses: HRMIBPEI01AE/ HRMIBPEI01BE/ HRMIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2,00
HRMMA-EI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2,00
HRMMA-EI21UE	EMPLOYEE PERFORMANCE MANAGEMENT	2,00
HRMMA-EI33UE	MANAGING EMPLOYEE DIVERSITY AND INCLUSION	2,00
HRMMA-EI34UE	GLOBAL LABOUR LAW FOR MANAGERS	2,00
HRMMA-EI36UE	HR ANALYTICS	2,00
IBEMA-EE86UE	STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT	2,00
IBEMA-EE92UE	INTERNATIONAL BUSINESS DEVELOPMENT & MANAGEMENT	2,00
IBEMA-EI36UE	EFFICIENCY AND BENCHMARKING IN BANKING	2,00
IBEMA-EI69UE	NETWORKS, CROWDS & MARKETS	2,00
IBEMA-EI90UE	INDUSTRIAL ORGANIZATION: MARKET POWER & COMPETITION POLICY	2,00
IBEMA-EI91UE	CHINESE POLITICAL AND ECONOMIC STRATEGIES : HOMELAND AND ABROAD	2,00
ITCIBPEI02AE	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD: WHY CULTURE MATTERS: building blocks of Intercultural Communication *	2,00
ITCIBPEI02BE	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD: FRENCH CULTURE *	2,00
ITCIBPEI02CE	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD: WORKING EFFECTIVELY IN MULTICULTURAL TEAMS *	2,00
<b>ITCIBPEI02PE</b>	<b>INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING &amp; WORKING IN A GLOBAL WORLD (Module composed of 3 courses: ITCIBPEI02AE /ITCIBPEI02BE/ITCIBPEI02CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
LANB1-CE02UG	DEUTSCH 1 TOURISMUS ALS WIRTSCHAFTSAKTOR	1,50
LANB1-CE03UC	CHINOIS 1	1,50
LANB1-CE04US	ESPANOL POR TEMAS 1	1,50
LANB1-CE07US	ESPANOL PARA LA COMUNICACION 1	1,00
LANB1-CE08UG	DEUTSCH FUR KOMMUNIKATION 1 "INS AUSLAND"	1,00
LANB1-CE10UC	CHINOIS POUR LA COMMUNICATION 1	1,00
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	2,00
LANB2-CE02UG	ALLEMAND 3	1,50
LANB2-CE03UC	CHINOIS 3	1,50
LANB2-CE04UC	CHINOIS POUR LA COMMUNICATION 3	1,00

LANB2-CE04US	ESPAGNOL 3	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
LANB3-CE02UC	CHINOIS 5	1,50
LANB3-CE02UG	DEUTSCH 5 WIRTSCHAFTSSTANDORT DEUTSCHLAND	1,50
LANB3-CE04US	ESPANOL EMPRESARIAL 1	1,50
LANB3-EE23UE	PREPARATION FOR TOEFL	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-OE04UF	BUSINESS FRENCH B2 (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-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
LANMA-EE14US	PREPARACION PARA DELE	2,00
LANTR-OE01UC	CHINESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE02US	SPANISH AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE03UI	ITALIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE09UG	GERMAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE22UR	RUSSIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE30UP	PORTUGUESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE36UA	ARABIC AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) (Good level of French required)	2,00
LANTR-OE22UJ	JAPANESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September 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-EE07UF	MANAGEMENT SOCIAL DE L'ENTREPRISE (Advanced French level required)	2,00
LAWIBPEI01AE	PERSONAL DATA IN THE DIGITAL REALM *	2,00
LAWIBPEI01BE	INTELLECTUAL PROPERTY ON THE INTERNET *	2,00
LAWIBPEI01CE	CONTRACTS ON THE INTERNET *	2,00
LAWIBPEI01PE	ONLINE MARKET: SOME ASPECTS OF INTERNET LAW (Module composed of 3 courses: LAWIBPEI01AE/LAWIBPEI01BE/LAWIBPEI01CE) (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
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	2,50
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50
MISIBPEI01AE	DIGITAL TRANSFORMATION: MANAGING DIGITAL PROJECTS IN THE AGE OF AGILITY *	2,00
MISIBPEI01BE	DIGITAL TRANSFORMATION: DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES *	2,00
MISIBPEI01PE	DIGITAL TRANSFORMATION: AGILE PROJECTS (Module composed of 2 courses: MISIBPEI01AE/MISIBPEI01BE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)	4,00
MISMA-EI04UE	DIGITAL TRANSFORMATION AND IT CHANGE: POSSIBILITIES AND CHALLENGES	2,00
MISMA-EI44UE	MANAGING INNOVATION IN THE DIGITAL ERA	2,00
MISMA-EI78UE	ARTIFICIAL INTELLIGENCE IMPLICATIONS FOR BUSINESS	2,00
MKTB1-CE01UE	INTRODUCTION TO MARKETING	2,50
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50
MKTB3-EE33UE	NUDGE MARKETING	2,00
MKTIBPEI01AE	Fundamentals of Marketing: PRODUCT MANAGEMENT *	2,00
MKTIBPEI01BE	Fundamentals of Marketing: GLOBAL BRAND MANAGEMENT *	2,00
MKTIBPEI01CE	Fundamentals of Marketing: CONSUMER BEHAVIOR: NEW TRENDS AND TENDENCIES *	2,00
MKTIBPEI01PE	FUNDAMENTALS OF MARKETING (Module composed of 3 courses: MKTIBPEI01AE/MKTIBPEI01BE/MKTIBPEI01CE) (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
MKTIBPEI01UE	NUDGE MARKETING	2,00

MKTIBPEI04AE	Digital Marketing: DIGITAL STRATEGY *	2,00
MKTIBPEI04BE	Digital Marketing: SOCIAL MEDIA MARKETING *	2,00
MKTIBPEI04CE	Digital Marketing: WEB MARKETING *	2,00
<b>MKTIBPEI04PE</b>	<b>DIGITAL MARKETING (Module composed of 3 courses: MKTIBPEI04AE/MKTIBPEI04BE/MKTIBPEI04CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
MKTIBPEI05UE	STRATEGIC MARKETING	2,00
MKTMA-EE05UE	CROSS CULTURAL MARKETING	2,00
MKTMA-EE22UE	BECOMING A GOOD PRODUCT MANAGER	2,00
MKTMA-EE79UE	NEUROMARKETING	2,00
MKTMA-EI04UE	CRM/ CUSTOMER RELATIONSHIP MANAGEMENT	2,00
MKTMA-EI09UE	ENVIRONMENTAL MARKETING	2,00
MKTMA-EI103E	SALES FORECAST	2,00
MKTMA-EI111E	MARKETING & INNOVATION	2,00
MKTMA-EI13UE	INTERNATIONAL MARKETING	2,00
MKTMA-EI21UE	PRODUCT DESIGN AND INNOVATION	2,00
MKTMA-EI23UE	RETAIL MARKETING STRATEGY	2,00
MKTMA-EI26UE	SERVICES MARKETING	2,00
MKTMA-EI32UE	IMPROVING BRAND VALUES	2,00
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2,00
MKTMA-EI45UE	INTERNATIONAL MARKETING IN EMERGING MARKETS	2,00
MKTMA-EI46UE	BUSINESS TO BUSINESS MARKETING	2,00
MKTMA-EI51UE	CRM IN SMALL BUSINESS	2,00
MKTMA-EI54UE	PERSUASION IN MARKETING COMMUNICATION	2,00
MKTMA-EI59UE	INTERNATIONAL MARKETING STRATEGY SIMULATION	2,00
MKTMA-EI65UE	MARKETING TO THE NEW CONSUMER: ONLINE WAYS TO CONNECT WITH & UNDERSTAND CONSUMERS	2,00
MKTMA-EI66UE	EXPERIENTIAL MARKETING	2,00
MKTMA-EI77UE	OFFLINE BRAND COMMUNICATIONS	2,00
MKTMA-EI78UE	CORPORATE SOCIAL RESPONSIBILITY & MARKETING	2,00
MKTMA-EI81UE	DIGITAL MARKETING FOR MOBILE DEVICES	2,00
MKTMA-EI85UE	MARKETING STRATEGY	2,00
MKTMA-EI89UE	PRICING IN MARKETING	2,00
MKTMA-EI92UE	BRAND COMMUNICATION STRATEGY	2,00
MKTMA-PI71UE	SEARCH ENGINE MARKETING & ONLINE ADVERTISING (PPC & SEO)	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
NEGBB3CE01UE	SALES MANAGEMENT	3,00
NEGIBPEI01AE	Essential Sales, Purchasing and Negotiation: INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT *	2,00
NEGIBPEI01BE	Essential Sales, Purchasing and Negotiation: APPLIED NEGOTIATION ESSENTIALS *	2,00
NEGIBPEI01CE	Essential Sales, Purchasing and Negotiation: SALES ESSENTIALS *	2,00
<b>NEGIBPEI01PE</b>	<b>ESSENTIAL SALES, PURCHASING AND NEGOTIATION (Module composed of 3 courses: NEGIBPEI01AE/NEGIBPEI01BE/NEGIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
NEGMA-EI04UE	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	2,00
NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2,00
NEGMA-EI11UE	KEY CUSTOMER RELATIONS MANAGEMENT	2,00
NEGMA-EI12UE	INTERNAL MARKETING AND SELLING PROCESSES	2,00
NEGMA-EI18UE	CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS	2,00
NEGMA-EI29UE	CULTURAL NEGOTIATION STRATEGIES	2,00
NEGMA-EI31UE	DECISION-MAKING FOR MANAGERS	2,00
NEGMA-EI36UE	PURCHASING IN PRACTICE	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50
OPSB3-CE05UE	INDUSTRIAL REALITIES	2,50
OPSB3-EE03UF	LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS (Advanced French level required)	2,00
OPSMA-EI11UE	SUPPLY CHAIN DEVELOPMENT	2,00
OPSMA-EI25UE	SERVICE OPERATIONS MANAGEMENT	2,00
OPSMA-EI45UE	INVENTORY MANAGEMENT	2,00
OPSMA-EI65UE	PERFORMANCE METRICS	2,00
OPSMA-EI76UE	SALES AND OPERATIONS PLANNING (S&OP)	2,00



OP SMA-EI78UE	BUSINESS PROCESS ANALYSIS	2,00
OP SMA-EI86UE	INDUSTRIAL AND LOGISTICS PROCESS: AN OVERVIEW	2,00
QMSB1-CE01UE	MATHEMATICS CALCULUS	4,50
QMSB1-CE01UF	MATHEMATIQUES ANALYSE (Advanced French level required)	4,50
QMSB2-CE03UE	INFERENCEAL STATISTICS	4,00
QMSB2-CE03UF	STATISTIQUES INFERENCELLES (Advanced French level required)	4,00
QMSB3-CE03UE	INTERMEDIATE DATA ANALYSIS	1,50
QMSB3-CE04UE	INTERMEDIATE ECONOMETRICS	1,50
QMSB3-CE05UE	INTERMEDIATE OPTIMIZATION METHODS	1,50
STRB2-CE01UE	BUSINESS ETHICS	2,00
STRBB3CE03UE	INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT	2,00
STRBB3CE05UE	BUSINESS MODEL AND INNOVATION	2,00
STRIBPEI01AE	Strategy and Corporate Social Responsibility Tool Kit: INTRODUCTION TO STRATEGY *	2,00
STRIBPEI01BE	Strategy and Corporate Social Responsibility Tool Kit: BUSINESS ETHICS *	2,00
STRIBPEI01CE	Strategy and Corporate Social Responsibility Tool Kit: CORPORATE SOCIAL RESPONSIBILITY *	2,00
STRIBPEI01PE	<b>STRATEGY AND CORPORATE SOCIAL RESPONSABILITY TOOL KIT (Module composed of 3 courses: STRIBPEI01AE/STRIBPEI01BE/STRIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
STRMA-EI09UE	SUSTAINABILITY LEADERSHIP	2,00

## LEGEND:

	Course in French
*	That course can be taken individually only if you are not registered for the corresponding module
	Module

**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

**MODULES - Paris - Fall 2019  
(INTERNATIONAL BACHELOR PROGRAMME (IBP))**

TRACK	MODULE	ECTS	UNIT TITLES composing the module	COURSE CODE
ACC	FUNDAMENTALS OF BUSINESS DECISION TOOLS ACCIBPEI01PE	6	FINANCIAL ACCOUNTING & REPORTING	ACCIBPEI01AE
			MANAGEMENT CONTROL	ACCIBPEI01BE
			FINANCIAL MANAGEMENT	ACCIBPEI01CE
DEV	DEVELOP YOUR LEADERSHIP DEVIBPEI01PE	6	PERSONAL LEADERSHIP : get to know yourself and emphasize your strengths	DEVIBPEI01AE
			INTERPERSONAL LEADERSHIP : improve your relational ability	DEVIBPEI01BE
			COLLECTIVE LEADERSHIP: Commitment and creative development	DEVIBPEI01CE
ECO	TRADE AND INTERNATIONAL BUSINESS ECOIBPEI01PE	6	CORPORATE CULTURE & INNOVATION	ECOIBPEI01AE
			EUROPEAN ECONOMIC INTEGRATION & BUSINESS	ECOIBPEI01BE
			INTERNATIONAL TRADE ORGANIZATION	ECOIBPEI01CE
FIN	FINANCE: CORPORATION & MARKET FINIBPEI01PE	6	FINANCIAL ANALYSIS AND VALUATION	FINIBPEI01AE
			MONEY AND CAPITAL MARKETS	FINIBPEI01BE
			CORPORATE FINANCIAL MANAGEMENT	FINIBPEI01CE
HRM	MANAGING PEOPLE AND ORGANISATIONS HRMIBPEI01PE	6	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR	HRMIBPEI01CE
			FUNDAMENTALS OF MANAGEMENT 2 - HRM	HRMIBPEI01AE
			FUNDAMENTALS OF MANAGEMENT 3 -LEADERSHIP AND CHANGE	HRMIBPEI01BE
ITC	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD ITCIBPEI02PE	6	WHY CULTURE MATTERS: building blocks of Intercultural Communication	ITCIBPEI02AE
			WHY CULTURE MATTERS: building blocks of Intercultural Communication	
			FRENCH CULTURE	ITCIBPEI02BE
			WORKING EFFECTIVELY IN MULTICULTURAL TEAMS	ITCIBPEI02CE
MIS	DIGITAL TRANSFORMATION 1 AGILE PROJECTS MISIBPEI01PE	4	MANAGING DIGITAL PROJECTS IN THE AGE OF AGILITY	MISIBPEI01AE
			DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES	MISIBPEI01BE
MKT	FUNDAMENTALS OF MARKETING MKTIBPEI01PE	6	PRODUCT MANAGEMENT	MKTIBPEI01AE
			GLOBAL BRAND MANAGEMENT	MKTIBPEI01BE
			CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES	MKTIBPEI01CE
MKT	DIGITAL MARKETING MKTIBPEI04PE	6	DIGITAL STRATEGY	MKTIBPEI04AE
			SOCIAL MEDIA MARKETING	MKTIBPEI04BE
			WEB MARKETING	MKTIBPEI04CE
NEG	ESSENTIALS SALES, PURCHASING & NEGOTIATION NEGIBPEI01PE	6	INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT	NEGIBPEI01AE
			APPLIED NEGOTIATION ESSENTIALS	NEGIBPEI01BE
			SALES ESSENTIALS	NEGIBPEI01CE
STR-ENT	STRATEGY & CORPORATE SOCIAL RESPONSABILITY TOOL KIT STRIBPEI01PE	6	INTRODUCTION TO STRATEGY	STRIBPEI01AE
			INTRODUCTION TO BUSINESS ETHICS	STRIBPEI01BE
			CORPORATE SOCIAL RESPONSABILITY	STRIBPEI01CE

## PARIS CAMPUS 2019-2020 - Fall semester (changes may occur)

ECTS CODE	COURSE TITLE	CREDITS
ACCB1-CE01UF	COMPTABILITE GENERALE ET FINANCIERE	3,50
ACCB2-CE02UE	ADVANCED FINANCIAL ACCOUNTING	3,50
ACCB2-CE02UF	COMPTABILITE FINANCIERE APPROFONDIE (Advanced French Level Required)	3,50
ACCB3-EE11UE	RISK MANAGEMENT AND INTERNAL CONTROL	2,00
<b>ACCIBPEI01PE</b>	<b>Module: FUNDAMENTALS OF BUSINESS DECISION TOOLS (Module composed of 3 courses: ACCIBPEI01AE / ACCIBPEI01BE / ACCIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
ACCIBPEI01AE	FINANCIAL ACCOUNTING AND REPORTING *	2,00
ACCIBPEI01BE	MANAGEMENT CONTROL *	2,00
ACCIBPEI01CE	FINANCIAL MANAGEMENT *	2,00
ACCM-EE09UF	FISCALITE D'ENTREPRISE	2,00
ACCM-EI63UE	INTERNAL AUDIT	2,00
ACCM-EI73UE	BIG DATA AND ACCOUNTING	2,00
ACCM-EI74UE	FINANCIAL REPORTING	2,00
ACCM-PI16UE	MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS	2,00
DEVB1-CE02UF	HISTOIRE GLOBALE	2,50
DEVB1-CE03UE	RELATIONAL EFFICIENCY THROUGH DRAMA	1,25
DEVB1-CE10UF	SOCIOLOGIE DU TRAVAIL	2,00
DEVB3-EE12UE	GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES	2,00
DEVB3-EE38UF	POLITIQUE: ENTRE MENSONGE ET VERITE	2,00
DEVB3-EE56UF	CREA LAB IESEG: CREATIVITE & INNOVATION	2,00
<b>DEVIBPEI01PE</b>	<b>Module: DEVELOP YOUR LEADERSHIP (Module composed of 3 courses: DEVIBPEI01AE/ DEVIBPEI01BE /DEVIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
DEVIBPEI01AE	PERSONAL LEADERSHIP, GET TO KNOW YOURSELF AND EMPHASIZE YOUR STRENGTHS *	2,00
DEVIBPEI01BE	INTERPERSONAL LEADERSHIP, IMPROVE YOUR RELATIONAL ABILITY *	2,00
DEVIBPEI01CE	COLLECTIVE LEADERSHIP, COMMITMENT AND CREATIVE DEVELOPMENT *	2,00
DEVIBPEI01UE	FRENCH WINE & CHAMPAGNE: A PART OF THE FRENCH CULTURE AND BUSINESS	2,00
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
ECOB3-EE17UF	INEGALITES DE REVENU EN FRANCE, REDISTRIBUTION ET REVENU UNIVERSEL	2,00
ECOB3-EE18UF	JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE	2,00
<b>ECOIBPEI01PE</b>	<b>Module: TRADE AND INTERNATIONAL BUSINESS (Module composed of 3 courses: ECOIBPEI01AE/ ECOIBPEI01BE /ECOIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
ECOIBPEI01AE	CORPORATE CULTURE AND INNOVATION *	2,00
ECOIBPEI01BE	EUROPEAN ECONOMIC INTEGRATION & BUSINESS *	2,00
ECOIBPEI01CE	INTERNATIONAL TRADE ORGANIZATION *	2,00
ECOIBPEI01UE	BUSINESS ECONOMICS	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-EI30UF	BOITE À OUTILS JURIDIQUE POUR CRÉER SON ENTREPRISE	2,00
ENTMA-EI35UE	HOW TO SET UP AN ON-LINE BUSINESS	2,00
ENTMA-EI38UE	EMERGING TECHNOLOGIES	2,00
FINB2-CE01UE	FINANCE FUNDAMENTALS	2,50
FINB3-EE10UF	INTRODUCTION AU SECTEUR DE L'ASSURANCE	2,00
FINB3-EE12UF	LA BANQUE : SECTEURS ET METIERS	2,00
<b>FINIBPEI01PE</b>	<b>Module: FINANCE: CORPORATIONS AND MARKETS (Module composed of 3 courses: FINIBPEI01AE/ FINIBPEI01BE /FINIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
FINIBPEI01AE	FINANCIAL ANALYSIS AND VALUATION *	2,00
FINIBPEI01BE	MONEY AND CAPITAL MARKETS *	2,00
FINIBPEI01CE	CORPORATE FINANCIAL MANAGEMENT *	2,00
FINMA-EE101E	RISK ANALYSIS IN FINANCE	2,00
FINMA-EE63UE	OPTIONS & FUTURES I: HEDGING STRATEGIES (prerequisite: Follow & Validate the course RISK ANALYSIS IN FINANCE)	2,00

# List of courses available for exchange students

FINMA-EI100E	FUNDAMENTALS OF BANKING	2,00
FINMA-EI10UE	INTERNATIONAL FINANCE	2,00
FINMA-EI111E	CORPORATE GOVERNANCE	2,00
FINMA-EI112E	IDENTIFYING ETHICAL TRAPS IN FINANCIAL DECISION TAKING	2,00
FINMA-EI27UE	BANKING AND FINANCIAL REGULATION (prerequisite: FUNDAMENTALS OF BANKING (w41))	2,00
FINMA-EI56UE	FINANCING STRATEGY AND CAPITAL MARKETS: THEORY AND PRACTICE	2,00
FINMA-EI68UE	INTRODUCTION TO INSURANCE INDUSTRY	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	2,50
HRMB3-CE03UE	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT	2,50
HRMB3-EE07UE	ESSENTIAL HR TOOLS FOR FUTURE MANAGERS	2,00
<b>HRMIBPEI01PE</b>	<b>Module: MANAGING PEOPLE AND ORGANISATIONS (Module composed of 3 courses: HRMIBPEI01AE/ HRMIBPEI01BE/ HRMIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
HRMIBPEI01AE	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR *	2,00
HRMIBPEI01BE	FUNDAMENTALS OF MANAGEMENT 2 - HRM *	2,00
HRMIBPEI01CE	FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE *	2,00
HRMMA-EI02UE	STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS	2,00
HRMMA-EI21UE	EMPLOYEE PERFORMANCE MANAGEMENT	2,00
HRMMA-EI33UE	MANAGING EMPLOYEE DIVERSITY AND INCLUSION	2,00
HRMMA-EI34UE	GLOBAL LABOUR LAW FOR MANAGERS	2,00
HRMMA-EI36UE	HR ANALYTICS	2,00
HRMMA-FI20UE	MANAGING EMPLOYEE TURNOVER AND RETENTION	2,00
IBEMA-EE52UE	DOING BUSINESS IN CENTRAL AND EASTERN EUROPE	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-EI69UE	NETWORKS, CROWDS & MARKETS	2,00
IBEMA-EI73UE	UNDERSTANDING INDIA FOR BUSINESS	2,00
IBEMA-EI85UE	ECONOMICS FOR MANAGERS	2,00
IBEMA-EI90UE	INDUSTRIAL ORGANIZATION: MARKET POWER & COMPETITION POLICY	2,00
ITCB3-EE07UF	L'EMPIRE DU MILIEU, LE NOUVEAU CONTINENT À CONQUERIR - LA CULTURE DE L'ÉCONOMIE CHINOISE	2,00
<b>ITCIBPEI01PE</b>	<b>Module: INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING AND WORKING IN A GLOBAL WORLD (Module composed of 3 courses: ITCIBPEI01AE/ ITCIBPEI01BE/ ITCIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
ITCIBPEI01AE	FRENCH CONTEMPORARY SOCIETY *	2,00
ITCIBPEI01BE	WHY CULTURE MATTERS, BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION *	2,00
ITCIBPEI01CE	WORKING EFFECTIVELY IN MULTICULTURAL TEAMS *	2,00
ITCUH-EI01UE	FRENCH CINEMA, CULTURE & SOCIETY	6,00
LANB2-CE01UE	ENGLISH FOR BUSINESS 3	2,00
LANB2-CE02UG	ALLEMAND 3	1,50
LANB2-CE03UC	CHINOIS 3	1,50
LANB2-CE04UC	CHINOIS POUR LA COMMUNICATION 3	1,00
LANB2-CE06UE	ENGLISH FOR DEBATING 1	1,00
LANB2-CE09UG	DEUTSCH FÜR KOMMUNIKATION 3	1,00
LANB3-CE02UC	CHINOIS 5	1,50
LANB3-CE02UG	DEUTSCH 5 WIRTSCHAFTSSTANDORT DEUTSCHLAND	1,50
LANB3-CE04US	ESPAÑOL EMPRESARIAL 1	1,50
LANIBPEI01UE	THE SECRETS OF AN EFFECTIVE PRESENTATION	2,00
LANIN-OE01UF	FRANCAIS DEBUTANT COMPLET (REGISTRATION WITH FRENCH TEST ONLY)	2,00
LANIN-OE02UF	FRANCAIS PRE-INTERMEDIAIRE (REGISTRATION WITH FRENCH TEST ONLY)	3,00
LANIN-OE03UF	FRANCAIS INTERMEDIAIRE (REGISTRATION WITH FRENCH TEST ONLY)	3,00
LANIN-OE04UF	FRANCAIS DES AFFAIRES 1 (REGISTRATION WITH FRENCH TEST ONLY)	3,00
LANIN-OE17UF	FRANCAIS DEBUTANT + (REGISTRATION WITH FRENCH TEST ONLY)	2,00
LANMA-EE14US	PREPARACION PARA DELE	2,00
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
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
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

# List of courses available for exchange students

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
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
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
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
LANTR-OE22UJ	JAPANESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)	2,00
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-EE07UF	MANAGEMENT SOCIAL DE L'ENTREPRISE	2,00
MISB2-CE01UE	INTRODUCTION TO INFORMATION SYSTEMS	3,00
MISB3-CE01UE	MANAGEMENT OF INFORMATION SYSTEMS	3,50
MISB3-EE07UE	DIGITAL TRANSFORMATION: DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES	2,00
<b>MISIBPEI01PE</b>	<b>Module: DIGITAL TRANSFORMATION AND AGILE PROJECTS (Module composed of 2 courses: MISIBPEI01AE/ MISIBPEI01BE) (No online registration. You will be automatically enrolled in this module if you register for the 2 courses which are part of it)</b>	<b>4,00</b>
MISIBPEI01AE	MANAGING DIGITAL PROJECTS IN THE AGE OF AGILITY *	2,00
MISIBPEI01BE	DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES *	2,00
MISMA-EE67UE	NEW WORK PRACTICES FOR A DIGITAL WORLD	2,00
MISMA-EI04UE	DIGITAL TRANSFORMATION AND IT CHANGE: POSSIBILITIES AND CHALLENGES	2,00
MISMA-EI77UE	LOCATION ANALYTICS	2,00
MISMA-EI78UE	ARTIFICIAL INTELLIGENCE IMPLICATIONS FOR BUSINESS	2,00
MKTB2-CE01UE	MARKETING MANAGEMENT	3,50
MKTB3-EE24UF	MARKETING DE LA DISTRIBUTION	2,00
MKTB3-EE33UE	NUDGE MARKETING	2,00
MKTB3-EE37UE	PANELS AND MARKETING	2,00
<b>MKTIBPEI01PE</b>	<b>Module: FUNDAMENTALS OF MARKETING (Module composed of 3 courses: MKTIBPEI01AE/ MKTIBPEI01BE/ MKTIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
MKTIBPEI01AE	PRODUCT MANAGEMENT *	2,00
MKTIBPEI01BE	GLOBAL BRAND MANAGEMENT *	2,00
MKTIBPEI01CE	CONSUMER BEHAVIOR: NEW TRENDS AND TENDENCIES *	2,00
MKTIBPEI01UE	NUDGE MARKETING	2,00
MKTIBPEI02UE	INTERNATIONAL COMMUNICATION STRATEGY	2,00
MKTIBPEI03UE	PRODUCT INNOVATION	2,00
<b>MKTIBPEI04PE</b>	<b>Module: DIGITAL MARKETING (Module composed of 3 courses: MKTIBPEI04AE/ MKTIBPEI04BE/ MKTIBPEI04CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
MKTIBPEI04AE	DIGITAL STRATEGY *	2,00
MKTIBPEI04BE	SOCIAL MEDIA MARKETING *	2,00
MKTIBPEI04CE	WEB MARKETING *	2,00
MKTMA-EE115E	BRAND CREATION	2,00
MKTMA-EE116E	LUXURY BRANDING AND ART COLLABORATIONS	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-EI70UE	HIGH TECHNOLOGY MARKETING	2,00
MKTMA-EI78UE	CORPORATE SOCIAL RESPONSIBILITY & MARKETING	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
NEGB3-EE06UE	THE INTERNATIONAL PURCHASER TODAY: TRAINING, EXPERIENCE AND CHALLENGES	2,00

<b>NEGIBPEI01PE</b>	<b>Module: ESSENTIAL SALES, PURCHASING AND NEGOTIATION (Module composed of 3 courses: NEGIBPEI01AE/ NEGIBPEI01BE/ NEGIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
NEGIBPEI01AE	INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT *	2,00
NEGIBPEI01BE	APPLIED NEGOTIATION ESSENTIALS *	2,00
NEGIBPEI01CE	SALES 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-EI38UE	NEGOTIATION CONTRACTS AND LAW	2,00
NEGMA-EI47UE	INTRODUCTION TO INTERNATIONAL ARBITRATION	2,00
NEGMA-EI52UE	WORKPLACE CONFLICT AND EMPLOYEE WELL-BEING	2,00
NEGMA-EI53UE	LEADERSHIP, POWER AND PERSUASION IN NEGOTIATION	2,00
NEGMA-EI55UE	MEDIATION OF INTERNATIONAL INVESTMENT & COMMERCIAL DISPUTES	2,00
OPSB2-CE01UE	INTRODUCTION TO OPERATIONS MANAGEMENT	2,50
OPSB3-EE08UE	DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA	2,00
OP SMA-EI05UE	E LEAN PRODUCTION PRINCIPLES	2,00
OP SMA-EI45UE	INVENTORY MANAGEMENT	2,00
OP SMA-EI65UE	PERFORMANCE METRICS (highly recommended: DECISION TOOLS FOR OPERATIONS MANAGEMENT (w37))	2,00
OP SMA-EI72UE	THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED	2,00
QMSB1-CE01UF	MATHEMATIQUES ANALYSE	4,50
QMSB2-CE03UE	INFERENCE STATISTICS	3,50
QMSB2-CE03UF	STATISTIQUES INFERENCELLES (Advanced French Level Required)	3,50
STRB2-CE01UE	BUSINESS ETHICS	2,00
STRB3-EE06UF	ONG/ASSOCIATIONS, FINANCEMENT ET RELATIONS AVEC LES ENTREPRISES ET FONDATIONS: ENJEUX ET OUTILS	2,00
<b>STRIBPEI01PE</b>	<b>Module:STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT (Module composed of 3 courses:STRIBPEI01AE/ STRIBPEI01BE /STRIBPEI01CE) (No online registration. You will be automatically enrolled in this module if you register for the 3 courses which are part of it)</b>	<b>6,00</b>
STRIBPEI01AE	INTRODUCTION TO STRATEGY *	2,00
STRIBPEI01BE	BUSINESS ETHICS *	2,00
STRIBPEI01CE	CORPORATE SOCIAL RESPONSIBILITY *	2,00
STRMAEI09UE	Sustainability Leadership	2,00

## LEGEND:

	Course in French
*	That course can be taken individually only if you are not registered for the corresponding module
	Module

**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