

Courses for Incoming Exchange Students

SPRING 2020

LILLE & PARIS

Please note that this document is a **LIGHTER VERSION** than the document we communicate directly with our partner universities and the incoming exchange students at the beginning of the academic semester.

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 regular workload for a semester is **30 ECTS** credits (European Credits Transfer System). The typical course load for incoming exchange students is between **20 ECTS** and **30 ECTS** per semester, based on what you agreed with your home university.

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

If you are allowed to take less than **20 ECTS**, please ask your home coordinator to send an email to the International Exchange Coordinators.

Courses Format

| | | |
|------------------|------------------|----------|
| Intensive course | Extensive course | Seminars |
|------------------|------------------|----------|

Grading

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).

Exams

BACHELOR LEVEL:

Extensive courses: Mid-term exams in March + final exams at the end of the semester (see academic calendar),

Intensive courses (Code in FINIBP, DEVIBP...): Final exams are usually organized at the end of the week, on Fridays.

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**).

| | |
|--|---|
| Year of study | BA1 (1st year of Bachelor cycle) |
| | BA2 (2nd year of Bachelor cycle) |
| | BA3 (3rd year of Bachelor) |
| | BB3 (3 rd year of Bachelor In Business) |
| | M (Master) |
| | IN (Courses only available for exchange students) |
| | IBP: International bachelor programme (6 ECTS modules) |
| | 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

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

Example 2 : MISIBPEI01PE : specific code to IESEG – International bachelor program.

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:

4th and 5th characters of this second part of ECTS code refer to the year in which the course is proposed: **B1**, **B2** or **B3** indicate that this is a Bachelor course in 1st, 2nd or 3rd 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.

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**).

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.

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

The number 01 is a number attributed to the course.

The next to last letter of the code indicates if it is 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)

Grading system:

A module is composed of 2 or 3 units/courses (**intensive** format).

IMPORTANT: The passing grade is 10/20 to get the credits of the entire module.

Your 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 can pass a module with a failed unit if the average grade of the module is 10/20.

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.

Courses:

See list of Modules (International Bachelor Program) attached.

The schedule of intensive courses for Bachelor level includes courses which are part of modules, and courses which are not part of them.



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F-92044 Paris – La Défense cedex
Standard: +33 (0)3.20.54.58.92

www.ieseg.fr

**MODULES - SPRING 2020 - LILLE:
INTERNATIONAL BACHELOR PROGRAMME (IBP)**

| TRACK | MODULE | ECTS | UNIT TITLE | COURSE CODE |
|-------|---|------|---|--------------|
| ACC | FUNDAMENTALS OF BUSINESS DECISION TOOLS ACCIBPEI01PE | 6 | MANAGEMENT CONTROL | ACCIBPEI01BE |
| | | | FINANCIAL MANAGEMENT | ACCIBPEI01CE |
| | | | FINANCIAL ACCOUNTING & REPORTING | ACCIBPEI01AE |
| FIN | FINANCE: CORPORATION & MARKET FINIBPEI01PE | 6 | CORPORATE FINANCIAL MANAGEMENT | FINIBPEI01CE |
| | | | MONEY AND CAPITAL MARKETS | FINIBPEI01BE |
| | | | FINANCIAL ANALYSIS AND VALUATION | FINIBPEI01AE |
| HRM | MANAGING PEOPLE AND ORGANISATIONS HRMIBPEI01PE | 6 | FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR | HRMIBPEI01AE |
| | | | FUNDAMENTALS OF MANAGEMENT 2 - HRM | HRMIBPEI01BE |
| | | | FUNDAMENTALS OF MANAGEMENT 3 - LEADERSHIP AND CHANGE | HRMIBPEI01CE |
| MKT | FUNDAMENTALS OF MARKETING MKTIBPEI01PE | 6 | GLOBAL BRAND MANAGEMENT | MKTIBPEI01BE |
| | | | PRODUCT MANAGEMENT | MKTIBPEI01AE |
| | | | CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES | MKTIBPEI01CE |
| MKT | DIGITAL MARKETING MKTIBPEI04PE | 6 | DIGITAL STRATEGY | MKTIBPEI04AE |
| | | | SOCIAL MEDIA MARKETING | MKTIBPEI04BE |
| | | | WEB MARKETING | MKTIBPEI04CE |
| 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 |
| NEG | ESSENTIALS SALES, PURCHASING & NEGOTIATION NEGIBPEI01PE | 6 | INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT | NEGIBPEI01AE |
| | | | SALES ESSENTIALS | NEGIBPEI01CE |
| | | | APPLIED NEGOTIATION ESSENTIALS | NEGIBPEI01BE |
| STR | STRATEGY & CORPORATE SOCIAL RESPONSABILITY TOOL KIT STRIBPEI01PE | 6 | BUSINESS ETHICS | STRIBPEI01BE |
| | | | INTRODUCTION TO STRATEGY | STRIBPEI01AE |
| | | | CORPORATE SOCIAL RESPONSABILITY | STRIBPEI01CE |
| 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 |

LILLE CAMPUS 2019-2020 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 |
| ACCIBPEI01AE | FINANCIAL ACCOUNTING AND REPORTING * | 2,00 |
| ACCIBPEI01BE | MANAGEMENT CONTROL * | 2,00 |
| ACCIBPEI01CE | FINANCIAL MANAGEMENT * | 2,00 |
| ACCIBPEI01PE | FUNDAMENTALS OF BUSINESS DECISION TOOLS | 6,00 |
| ACCMA-EI43UE | AUDITING: A PRACTITIONER CASE-BASED APPROACH | 2,00 |
| ACCMA-EI61UE | MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES | 2,00 |
| ACCMA-EI64UE | ADVANCED FINANCIAL REPORTING : FINANCIAL INSTRUMENTS | 2,00 |
| ACCMA-EI68UE | ADVANCED FINANCIAL REPORTING | 2,00 |
| ACCMA-EI72UE | TAX PLANNING | 2,00 |
| ACCMA-EI75UE | AUDIT DATA ANALYTICS | 2,00 |
| ACCMA-FI71UE | SUSTAINABILITY FOR COMPETITIVE ADVANTAGE | 2,00 |
| DEVB1-CE02UE | GLOBAL HISTORY | 2,50 |
| DEVB1-CE02UF | HISTOIRE GLOBALE (Advanced French level required) | 2,50 |
| 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-CS05UE | COLLECTIVE AND RELATIONAL INTELLIGENCE - LEVEL 2 | 0,50 |
| DEVB2-CS05UF | INTELLIGENCE COLLECTIVE ET RELATIONNELLE - APPROFONDISSEMENT (Advanced French level required) | 0,50 |
| 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 |
| DEVIBPEI01PE | DEVELOP YOUR LEADERSHIP | 6,00 |
| DEVIBPEI01UE | French wine & Champagne: a part of the French culture and business | 2,00 |
| 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 | 1,75 |
| 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-CE03UF | CONJONCTURE ET FLUCTUATIONS ECONOMIQUES (Advanced French level required) | 2,00 |
| ECOB3-EE14UE | INDUSTRIAL ORGANIZATION : MARKETS & STRATEGIES | 2,00 |
| ECOIBPEI02UE | CORPORATE CULTURE & INNOVATION | 2,00 |
| ENTIN-EE01UE | ENTREPRENEURSHIP & NEW BUSINESS DEVELOPMENT | 6,00 |
| ENTMA-EI06UE | ENTREPRENEURIAL DECISION MAKING | 2,00 |
| ENTMA-EI14UE | SUSTAINABILITY MANAGEMENT & REPORTING | 2,00 |
| ENTMA-EI18UE | ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD | 2,00 |
| ENTMA-EI27UE | ADVANCED STRATEGY & NEW MANAGEMENT THEORIES | 2,00 |
| ENTMA-EI33UE | PRACTISING 360 DEGREE INNOVATION | 2,00 |
| FINB2-CE02UE | FINANCIAL ANALYSIS | 3,00 |
| FINB3-CE01UE | CORPORATE FINANCE | 3,00 |
| FINB3-EE16UE | INTRODUCTION TO THE INSURANCE INDUSTRY | 2,00 |
| FINIBPEI01AE | FINANCIAL ANALYSIS AND VALUATION * | 2,00 |
| FINIBPEI01BE | MONEY AND CAPITAL MARKETS * | 2,00 |
| FINIBPEI01CE | CORPORATE FINANCIAL MANAGEMENT * | 2,00 |
| FINIBPEI01PE | FINANCE: CORPORATION AND MARKET | 6,00 |
| FINMA-EI100E | FUNDAMENTALS OF BANKING | 2,00 |
| FINMA-EI104E | BLOCKCHAIN FOR BUSINESS | 2,00 |
| FINMA-EI10UE | INTERNATIONAL FINANCE | 2,00 |
| FINMA-EI39UE | WORKING CAPITAL MANAGEMENT | 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 | 2,50 |
| 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 |
| 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 |
| HRMIBPEI01PE | MANAGING PEOPLE AND ORGANISATIONS | 6,00 |
| 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-EI23UE | TALENT MANAGEMENT | 2,00 |
| HRMMA-EI30UE | RECRUITMENT AND EMPLOYER BRANDING | 2,00 |
| HRMMA-EI32UE | TEAM DYNAMICS | 2,00 |
| IBEMA-EE52UE | DOING BUSINESS IN CENTRAL AND EASTERN EUROPE | 2,00 |
| IBEMA-EE86UE | STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT | 2,00 |
| IBEMA-EE92UE | INTERNATIONAL BUSINESS DEVELOPMENT & MANAGEMENT | 2,00 |
| IBEMA-EI17UE | POLICY AND MANAGEMENT FOR AGING POPULATIONS: A COMPARATIVE APPROACH | 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 | CENTRAL BANKS AND CENTRAL BANKERS | 2,00 |
| ITCB3-EE02US | EL MUNDO HISPANO | 2,00 |
| ITCIBPEI01UE | ACTING FOR RELATIONNAL EFFICIENCY AND SELF AFFIRMATION | 2,00 |
| ITCIBPEI02AE | WHY CULTURE MATTERS: building blocks of Intercultural Communication * | 2,00 |
| ITCIBPEI02BE | FRENCH CULTURE * | 2,00 |
| ITCIBPEI02CE | WORKING ECTEVELY IN MULTICULTURAL TEAMS * | 2,00 |
| ITCIBPEI02PE | INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING & WORKING IN A GLOBAL WORLD | 6,00 |
| ITCIBPEI02UE | FRENCH SOCIETY AND ITS CONTEMPORARY BUSINESS | 2,00 |
| LANB1-CE12UG | DEUTSCH WERBUNG UND DIGITALES MARKETING | 1,50 |
| LANB1-CE13UC | CHINESE | 1,50 |
| LANB1-CE14US | ESPAÑOL POR TEMAS | 1,50 |
| LANB1-CE17US | ESPAÑOL PARA LA COMUNICACION | 1,00 |
| LANB1-CE18UG | DEUTSCH FÜR KOMMUNIKATION KULTUR | 1,00 |
| LANB1-CE20UC | CHINESE FOR COMMUNICATION | 1,00 |
| LANB2-CE05UC | CHINESE FOR COMMUNICATION | 1,00 |
| LANB2-CE09US | ESPAÑOL PARA LA COMUNICACION | 1,00 |
| LANB2-CE10UG | Deutsch für Kommunikation « Ku!TOUR2 – Gesellschaftskritik » | 1,00 |
| LANB2-CE11UE | ENGLISH FOR BUSINESS | 2,00 |
| LANB2-CE12UG | Deutsch « Firmenpräsentation + Luxus » | 1,50 |
| LANB2-CE13UC | CHINESE | 1,50 |
| LANB2-CE14US | ESPAÑOL PROFESIONAL | 1,50 |
| LANB3-CE12UC | CHINESE | 1,50 |
| LANB3-CE12UG | DEUTSCH INTERKULTURELLER WIRTSCHAFTSPARTNER DEUTSCHLAND | 1,50 |
| LANB3-CE13US | ESPAÑOL EMPRESARIAL | 1,50 |
| LANB3-EE23UE | PREPARATION FOR TOEFL | 2,00 |
| 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) (No beginner group available) | 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) (No beginner group available) | 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) (No beginner group available) | 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) (No beginner group available) | 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) (No beginner group available) | 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) (No beginner group available) | 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) (No beginner group available) | 2,00 |
| LANTR-OE23UJ | JAPANESE 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) (No beginner group available) | 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 |
| 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 |
| MISIBPEI02UE | Digital Disruptions in our Societies and Economies | 2,00 |
| MISMA-EE67UE | NEW WORK PRACTICES FOR A DIGITAL WORLD | 2,00 |
| MISMA-EI59UE | ERP SIMULATION | 2,00 |
| MISMA-EI62UE | CYBERSECURITY RISK MANAGEMENT | 2,00 |

List of courses available for exchange students

| | | |
|---------------|---|------|
| 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 |
| MKTB1-CE01UE | INTRODUCTION TO MARKETING | 2,50 |
| MKTB2-CE01UE | MARKETING MANAGEMENT | 3,50 |
| MKTB3-EE20UE | GLOBAL BRAND MANAGEMENT | 2,00 |
| MKTB3-EE45UE | PRODUCT INNOVATION | 2,00 |
| MKTIBPEI01AE | PRODUCT MANAGEMENT * | 2,00 |
| MKTIBPEI01BE | GLOBAL BRAND MANAGEMENT * | 2,00 |
| MKTIBPEI01CE | CONSUMER BEHAVIOR: NEW TRENDS AND TENDENCIES * | 2,00 |
| MKTIBPEI01PE | FUNDAMENTALS OF MARKETING | 6,00 |
| MKTIBPEI01UE | NUDGE MARKETING | 2,00 |
| MKTIBPEI04AE | DIGITAL STRATEGY * | 2,00 |
| MKTIBPEI04BE | SOCIAL MEDIA MARKETING * | 2,00 |
| MKTIBPEI04CE | WEB MARKETING * | 2,00 |
| MKTIBPEI04PE | DIGITAL MARKETING | 6,00 |
| MKTIBPEI05UE | STRATEGIC MARKETING | 2,00 |
| MKTMA-EE84UE | ADVERTISING AND COMMUNICATION MANAGEMENT | 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-EI13UE | INTERNATIONAL MARKETING | 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-EI51UE | CRM IN SMALL BUSINESS | 2,00 |
| MKTMA-EI54UE | PERSUASION IN MARKETING COMMUNICATION | 2,00 |
| MKTMA-EI59UE | INTERNATIONAL MARKETING STRATEGY SIMULATION | 2,00 |
| MKTMA-EI70UE | HIGH TECHNOLOGY MARKETING | 2,00 |
| MKTMA-EI78UE | CORPORATE SOCIAL RESPONSIBILITY & MARKETING | 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 |
| NEGIBPEI01AE | INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT * | 2,00 |
| NEGIBPEI01BE | APPLIED NEGOTIATION ESSENTIALS * | 2,00 |
| NEGIBPEI01CE | SALES ESSENTIALS * | 2,00 |
| NEGIBPEI01PE | ESSENTIAL SALES, PURCHASING AND NEGOTIATION | 6,00 |
| 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-EI18UE | CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS | 2,00 |
| NEGMA-EI19UE | INTERNATIONAL NEGOTIATION AND DIPLOMACY | 2,00 |
| NEGMA-EI26UE | BUSINESS ETHICS IN COMMERCE | 2,00 |
| NEGMA-EI29UE | CULTURE AND NEGOTIATION STRATEGIES | 2,00 |
| NEGMA-EI31UE | DECISION-MAKING FOR MANAGERS | 2,00 |
| NEGMA-EI32UE | LEADERSHIP AND INNOVATIVE NEGOTIATION | 2,00 |
| NEGMA-EI42UE | INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING | 2,00 |
| NEGMA-EI49UE | MULTI-PARTY NEGOTIATION | 2,00 |
| NEGMA-EI50UE | BUSINESS RELATIONSHIP MANAGEMENT IN EMERGING MARKETS | 2,00 |
| NEGMA-EI57UE | PSYCHOLOGY OF THE NEGOTIATOR | 2,00 |
| OPSB2-CE01UE | INTRODUCTION TO OPERATIONS MANAGEMENT | 2,50 |
| OPSB3-CE05UE | INDUSTRIAL REALITIES | 2,50 |
| OPSB3-EE08UE | DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA | 2,00 |
| OPSB3-EE09UE | PEOPLE MANAGEMENT IN OPERATIONS AND LOGISTICS: AN OVERVIEW AND BEST PRACTICES | 2,00 |
| OP SMA-EI05UE | E LEAN PRODUCTION PRINCIPLES | 2,00 |
| OP SMA-EI07UE | TRANSPORTATION & LOGISTICS | 2,00 |
| OP SMA-EI27UE | ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS | 2,00 |
| OP SMA-EI42UE | PRODUCTION AND CAPACITY PLANNING | 2,00 |
| OP SMA-EI58UE | APPLIED OPTIMISATION AND HEURISTICS | 2,00 |
| OP SMA-EI70UE | INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT | 2,00 |
| OP SMA-EI71UE | PURCHASING & SOURCING | 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 |

List of courses available for exchange students

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| OPSMA-EI80UE | DECISION TOOLS FOR OPERATIONS MANAGEMENT | 2,00 |
| OPSMA-EI85UE | CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS | 2,00 |
| QMSB1-CE02UE | DESCRIPTIVE STATISTICS | 3,00 |
| QMSB1-CE02UF | STATISTIQUE DESCRIPTIVE (Advanced French level required) | 3,00 |
| 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 | 3,00 |
| STRB3-EE06UF | ONG/ASSOCIATIONS, FINANCEMENT ET RELATIONS AVEC LES ENTREPRISES ET FONDATIONS: ENJEUX ET OUTILS (Advanced French level required) | 2,00 |
| STRBB3CE01UE | FUNDAMENTALS OF STRATEGY | 2,00 |
| STRBB3CE06UE | CONSULTING SKILLS | 2,00 |
| STRIBPEI01AE | INTRODUCTION TO STRATEGY * | 2,00 |
| STRIBPEI01BE | BUSINESS ETHICS * | 2,00 |
| STRIBPEI01CE | CORPORATE SOCIAL RESPONSIBILITY * | 2,00 |
| STRIBPEI01PE | STRATEGY AND CORPORATE SOCIAL RESPONSABILITY TOOL KIT | 6,00 |
| STRMA-EI05UE | GAME THEORY IN BUSINESS | 2,00 |

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



IESEG List of courses available for exchange students

PARIS CAMPUS 2019-2020 Spring semester (changes may occur)

| ECTS CODE | COURSE TITLE | CREDITS |
|---------------------|--|-------------|
| ACCB3-EE12UF | MISSION CONTROLE DE GESTION | 2,00 |
| ACCIBPEI01PE | 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) | 6,00 |
| ACCIBPEI01AE | FINANCIAL ACCOUNTING AND REPORTING | 2,00 |
| ACCIBPEI01BE | MANAGEMENT CONTROL | 2,00 |
| ACCIBPEI01CE | FINANCIAL MANAGEMENT | 2,00 |
| ACCMA-EI43UE | AUDITING: A PRACTITIONER CASE-BASED APPROACH (prerequisite: AUDIT TECHNIQUES (w3)) | 2,00 |
| ACCMA-EI61UE | MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES | 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 |
| DEVB1-CE08UE | WRITING TO CONVINC | 1,50 |
| DEVB1-CE10UE | SOCIOLOGY | 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 |
| DEVIBPEI01PE | 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) | 6,00 |
| 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-CE02UF | OUTILS DE L'ANALYSE MICROECONOMIQUE | 3,50 |
| ECOB2-CE02UE | CONTEMPORARY INTERNATIONAL ECONOMICS | 1,50 |
| ECOB2-CE02UF | ECONOMIE INTERNATIONALE CONTEMPORAINE (Advanced French Level Required) | 1,50 |
| ECOB2-CE03UE | CONJUNCTURE AND ECONOMIC FLUCTUATIONS | 2,00 |
| ECOB2-CE03UF | CONJUNCTURE ET FLUCTUATIONS ECONOMIQUES (Advanced French Level Required) | 2,00 |
| ECOB3-EE14UE | INDUSTRIAL ORGANIZATION : MARKETS & STRATEGIES | 2,00 |
| ECOB3-EE16UF | ECONOMIE EXPERIMENTALE ET PRISE DE DECISIONS STRATEGIQUES | 2,00 |
| ECOB3-EE17UF | INEGALITES DE REVENU EN FRANCE, REDISTRIBUTION ET REVENU UNIVERSEL | 2,00 |
| ECOIBPEI01PE | 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) | 6,00 |
| 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-EI06UE | ENTREPRENEURIAL DECISION MAKING | 2,00 |
| ENTMA-EI14UE | SUSTAINABILITY MANAGEMENT & REPORTING | 2,00 |
| ENTMA-EI27UE | ADVANCED STRATEGY & NEW MANAGEMENT THEORIES | 2,00 |
| ENTMA-EI33UE | PRACTISING 360 DEGREE INNOVATION | 2,00 |
| FINB2-CE02UE | FINANCIAL ANALYSIS | 3,00 |
| FINB3-CE01UE | CORPORATE FINANCE | 3,00 |
| FINB3-EE06UE | INTRODUCTION TO DERIVATIVES | 2,00 |
| FINB3-EE15UE | INTRODUCTION TO ARTIFICIAL INTELLIGENCE | 2,00 |
| FINB3-EE15UF | GESTION PATRIMONIALE | 2,00 |
| FINCL-CE02UE | CORPORATE FINANCE | 6,00 |
| FINIBPEI01PE | 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) | 6,00 |
| FINIBPEI01AE | FINANCIAL ANALYSIS AND VALUATION | 2,00 |
| FINIBPEI01BE | MONEY AND CAPITAL MARKETS | 2,00 |
| FINIBPEI01CE | CORPORATE FINANCIAL MANAGEMENT | 2,00 |
| FINMA-EI100E | FUNDAMENTALS OF BANKING | 2,00 |
| FINMA-EI103E | BANKING VALUATION ((prerequisite: FUNDAMENTALS OF BANKING (w6) & highly recommended: BANKING AND FINANCIAL REGULATION (S1 W43)) | 2,00 |
| FINMA-EI10UE | INTERNATIONAL FINANCE | 2,00 |
| FINMA-EI57UE | ETHICS IN FINANCE | 2,00 |
| FINMA-EI93UE | COMPLIANCE IN THE FINANCIAL INDUSTRY | 2,00 |
| HRMB2-CE01UE | FUNDAMENTALS OF HUMAN BEHAVIORS | 2,50 |



IESEG List of courses available for exchange students

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|---------------------|--|-------------|
| HRMB3-CE03UE | INTRODUCTION TO HUMAN RESOURCE MANAGEMENT | 2,50 |
| HRMB3-CE04UE | FUNDAMENTALS OF ORGANIZATION | 2,00 |
| HRMB3-EE06UE | SUCCESSFUL MANAGEMENT SKILLS | 2,00 |
| HRMB3-EE07UE | ESSENTIAL HR TOOLS FOR FUTURE MANAGERS | 2,00 |
| HRMIBPEI01PE | 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) | 6,00 |
| 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-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-FI03UE | PERFORMANCE AND COMPENSATION | 2,00 |
| HRMMA-FI31UE | EMPLOYEE SELECTION | 2,00 |
| IBECL-CE01UE | EUROPEAN BUSINESS CULTURE | 3,00 |
| IBEMA-EE86UE | STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT | 2,00 |
| IBEMA-EE88UE | DOING BUSINESS IN MENA REGION | 2,00 |
| IBEMA-EE93UE | DECISION MAKING | 2,00 |
| IBEMA-EI17UE | POLICY AND MANAGEMENT FOR AGING POPULATIONS: A COMPARATIVE APPROACH | 2,00 |
| IBEMA-EI71UE | THE ECONOMICS OF ADVERTISING | 2,00 |
| IBEMA-EI78UE | CORPORATE RISKS | 2,00 |
| IBEMA-EI91UE | CHINESE POLITICAL AND ECONOMIC STRATEGIES : HOMELAND AND ABROAD | 2,00 |
| ITCB3-EE03UE | AMERICAN CULTURE AND CIVILIZATION | 2,00 |
| ITCIBPEI01PE | 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) | 6,00 |
| ITCIBPEI01AE | FRENCH CONTEMPORARY SOCIETY | 2,00 |
| ITCIBPEI01BE | WHY CULTURE MATTERS, BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION | 2,00 |
| ITCIBPEI01CE | WORKING EFFECTIVELY IN MULTICULTURAL TEAMS ((prerequisite:WHY CULTURE MATTERS, BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION (w4)) | 2,00 |
| LANIBPEI01UE | 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 |
| LANTR-OE11UC | CHINESE AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE12UC | SPANISH AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE13UI | ITALIAN AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE23UJ | JAPANESE AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE23UR | RUSSIAN AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE31UP | PORTUGUESE AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LANTR-OE37UA | ARABIC AS A FOREIGN LANGUAGE (LV2) - (no online registration. You will receive an email to register for that course) | 2,00 |
| LAWB1-CE01UE | CIVIL LAW | 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-EE04UF | GESTION STRATEGIQUE DU PATRIMOINE FAMILIAL | 2,00 |
| LAWCL-CE01UE | BUSINESS LAW | 3,50 |
| LAWIBPEI02PE | Module: INTERNET LAW (Module composed of 3 courses: LAWIBPEI02AE/ LAWIBPEI02BE/ LAWIBPEI02CE) (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 |
| LAWIBPEI02AE | INTERNET LAW - CHAPTER 1: PERSONAL DATA PROTECTION IN THE DIGITAL REALM | 2,00 |
| LAWIBPEI02BE | INTERNET LAW - CHAPTER 2: CREATIVITY AND INNOVATION | 2,00 |
| LAWIBPEI02CE | INTERNET LAW - CHAPTER 3: CONTRACTS | 2,00 |
| MISB1-CE03UE | INTRODUCTION TO WEB DESIGN | 0,50 |
| MISB2-CE01UE | INTRODUCTION TO INFORMATION SYSTEMS | 3,00 |
| MISIBPEI02UE | DIGITAL DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES | 2,00 |
| MISMA-EI62UE | CYBERSECURITY RISK MANAGEMENT | 2,00 |
| MISMA-EI68UE | TECHNOLOGY AND STRATEGY | 2,00 |


IESEG List of courses available for exchange students
SCHOOL OF MANAGEMENT


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| MISMA-EI72UE | BUSINESS INTELLIGENCE AND DATA 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-CE01UE | INTERNATIONAL MARKETING | 2,00 |
| MKTCL-CE02UE | INTERNATIONAL MARKETING COMMUNICATION | 2,00 |
| MKTIBPEI04PE | 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) | 6,00 |
| 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 |
| MKTIBPEI03UE | PRODUCT INNOVATION | 2,00 |
| MKTIBPEI04PE | 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) | 6,00 |
| MKTIBPEI04AE | DIGITAL STRATEGY | 2,00 |
| MKTIBPEI04BE | SOCIAL MEDIA MARKETING | 2,00 |
| MKTIBPEI04CE | WEB MARKETING | 2,00 |
| MKTMA-EE22UE | BECOMING A GOOD PRODUCT MANAGER | 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-EI23UE | RETAIL MARKETING STRATEGY | 2,00 |
| MKTMA-EI26UE | SERVICES MARKETING | 2,00 |
| MKTMA-EI34UE | INTEGRATED MARKETING COMMUNICATION STRATEGY | 2,00 |
| MKTMA-EI46UE | BUSINESS TO BUSINESS MARKETING | 2,00 |
| MKTMA-EI59UE | INTERNATIONAL MARKETING STRATEGY SIMULATION (prerequisite: INTERNATIONAL MARKETING (w5)) | 2,00 |
| MKTMA-EI78UE | CORPORATE SOCIAL RESPONSIBILITY & MARKETING | 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 |
| NEGB3-CE07UE | INTRODUCTION TO NEGOTIATION | 1,50 |
| NEGB3-EE06UE | THE INTERNATIONAL PURCHASER TODAY: TRAINING, EXPERIENCE AND CHALLENGES | 2,00 |
| NEGIBPEI01PE | 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) | 6,00 |
| NEGIBPEI01AE | INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT | 2,00 |
| NEGIBPEI01BE | APPLIED NEGOTIATION ESSENTIALS | 2,00 |
| NEGIBPEI01CE | SALES ESSENTIALS | 2,00 |
| NEGMA-EI18UE | CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS | 2,00 |
| NEGMA-EI26UE | BUSINESS ETHICS IN COMMERCE | 2,00 |
| NEGMA-EI50UE | BUSINESS RELATIONSHIP MANAGEMENT IN EMERGING MARKETS | 2,00 |
| NEGMA-PI02UE | SALES MANAGEMENT | 2,00 |
| OPSB2-CE01UE | INTRODUCTION TO OPERATIONS MANAGEMENT | 2,50 |
| OPSB3-EE08UE | DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA | 2,00 |
| OP SMA-EI27UE | ENTERPRISE SIMULATION OF PRODUCTION SYSTEMS | 2,00 |
| OP SMA-EI28UE | TECHNOLOGY AND INNOVATION MANAGEMENT | 2,00 |
| OP SMA-EI42UE | PRODUCTION AND CAPACITY PLANNING | 2,00 |
| OP SMA-EI70UE | INTERNATIONAL ENTERPRISE PROJECT MANAGEMENT | 2,00 |
| OP SMA-EI71UE | PURCHASING & SOURCING | 2,00 |
| OP SMA-EI77UE | 21ST CENTURY GLOBAL SUPPLY CHAIN MANAGEMENT: RELATIONSHIP ERA | 2,00 |
| OP SMA-EI80UE | DECISION TOOLS FOR OPERATIONS MANAGEMENT | 2,00 |
| QMSB1-CE02UE | DESCRIPTIVE STATISTICS | 3,00 |
| QMSB1-CE02UF | STATISTIQUE DESCRIPTIVE | 3,00 |
| QMSB2-CE04UE | INTRODUCTION TO DATA ANALYSIS | 1,50 |
| QMSB2-CE04UF | INTRODUCTION A L' ANALYSE DE DONNEES (Advanced French Level Required) | 1,50 |



IESEG List of courses available for exchange students

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| 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 |
| STRB3-CE01UE | FUNDAMENTALS OF STRATEGY | 3,00 |
| STRB3-EE04UF | INNOVATION & ENTREPRENEURIAT SOCIAL | 2,00 |
| STRB3-EE06UF | ONG/ASSOCIATIONS | 2,00 |
| STRCL-CE01UE | PRINCIPE OF MARKETING | 5,00 |
| STRIBPEI01PE | 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) | 6,00 |
| STRIBPEI01AE | INTRODUCTION TO STRATEGY | 2,00 |
| STRIBPEI01BE | BUSINESS ETHICS | 2,00 |
| STRIBPEI01CE | CORPORATE SOCIAL RESPONSIBILITY | 2,00 |
| STRMA-EI05UE | GAME THEORY IN BUSINESS | 2,00 |

LEGEND:

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|---|------------------|
|  | Course in French |
|---|------------------|

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 TO REGISTER FOR THOSE COURSES