# TENTATIVE LISTOF COURSES FOR INCOMING EXCHANGE STEUDENTS

## SPRING 2021

### LILLE & PARIS



EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY



#### **BACHELOR - Lille Campus**

Courses - Bachelor Level	Track	Туре	Format	ECTS	Offer
INTRODUCTION TO OPERATIONS MANAGEMENT 0870	ACC	CC	EXT	2,50	
FINANCIAL ANALYSIS 0199	ECO	СС	EXT	3,50	
SALES TECHNIQUES 0810	ECO	СС	EXT	1,50	
CONJUNCTURE AND ECONOMIC FLUCTUATIONS 0115	MKT	СС	EXT	2,50	
CONTEMPORARY INTERNATIONAL ECONOMICS 0114	NEG	СС	EXT	1,50	Offer # 1
MARKETING MANAGEMENT 0666	OPS	СС	EXT	3,50	
INTRODUCTION TO DATA ANALYSIS 0951	QMS	СС	EXT	1,50	
INTRODUCTION TO ECONOMETRICS 0952	QMS	СС	EXT	1,50	
INTRODUCTION TO OPTIMISATION METHODS 0953	QMS	СС	EXT	1,50	
FINANCIAL ANALYSIS 0199	ACC	СС	EXT	3,50	
CONJUNCTURE AND ECONOMIC FLUCTUATIONS 0115	ECO	сс	EXT	2,50	
FUNDAMENTALS OF HUMAN BEHAVIORS 0333	HRM	СС	EXT	2,50	Offer # 2
BUSINESS LAW 0553	LAW	СС	EXT	3,50	
INTRODUCTION TO INFORMATION SYSTEMS 0568	MIS	СС	EXT	3,00	
INTRODUCTION TO DATA ANALYSIS 0951	QMS	СС	EXT	1,50	
INTRODUCTION TO ECONOMETRICS 0952	QMS	СС	EXT	1,50	
INTRODUCTION TO OPTIMISATION METHODS 0953	QMS	СС	EXT	1,50	
CORPORATE FINANCE 0200	FIN	СС	EXT	3,00	
FUNDAMENTALS OF ORGANIZATION 0335	HRM	СС	EXT	2,00	
MANAGEMENT OF INFORMATION SYSTEMS 0569	MIS	СС	EXT	3,50	Offer # 3
INTRODUCTION TO NEGOTIATION 0811	NEG	СС	EXT	1,50	
FUNDAMENTALS OF STRATEGY 1003	STR	СС	EXT	3,00	
CORPORATE FINANCE 0200	FIN	СС	EXT	3,00	
INTRODUCTION TO HUMAN RESOURCE MANAGEMENT 0334	HRM	сс	EXT	2,50	Offer # 4
MARKET RESEARCH 0667	МКТ	сс	EXT	3,50	
INDUSTRIAL REALITIES 0871	OPS	сс	EXT	2,50	
FUNDAMENTALS OF STRATEGY 1003	STR	сс	EXT	3,00	



#### **BACHELOR - Lille Campus**

Courses - Bachelor Level	Track	Туре	Format	ECTS	Offer
ACCOUNTING TECHNIQUES 0027	ACC	Elective	INT	2,00	
FINANCIAL ACCOUNTING AND REPORTING 0025	ACC	Elective	INT	2,00	
MANAGEMENT CONTROL 0026	ACC	Elective	INT	2,00	
ACTING FOR RELATIONNAL EFFICIENCY AND SELF AFFIRMATION 1534	DEV	Elective	INT	2,00	
COLLECTIVE LEADERSHIP : commitment and creative development 0104	DEV	Elective	INT	2,00	
FRENCH WINE & CHAMPAGNE: a part of the French culture and business 0106	DEV	Elective	INT	2,00	
INTERPERSONAL LEADERSHIP : improve your relational ability 0103	DEV	Elective	INT	2,00	
PERSONAL LEADERSHIP : get to know yourself and emphasize your strengths 0102	DEV	Elective	INT	2,00	
ENTREPRENEURSHIP & NEW BUSINESS DEVELOPMENT 0158	ENT	Elective	EXT	6,00	
CORPORATE FINANCIAL MANAGEMENT 0226	FIN	Elective	INT	2,00	
FINANCIAL ANALYSIS AND VALUATION 0224	FIN	Elective	INT	2,00	
INITIAL PUBLIC OFFERINGS 2061	FIN	Elective	INT	2,00	
MONEY AND CAPITAL MARKETS 0225	FIN	Elective	INT	2,00	
FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR 0359	HRM	Elective	INT	2,00	
FUNDAMENTALS OF MANAGEMENT 2 - HRM 0360	HRM	Elective	INT	2,00	
FUNDAMENTALS OF MANAGEMENT 3 - LEADERSHIP AND CHANGE 0361	HRM	Elective	INT	2,00	
FRENCH CONTEMPORARY BUSINESS AND SOCIETY 1535	ITC	Elective	INT	2,00	
FRENCH CULTURE 0441	ITC	Elective	INT	2,00	
WORKING EFFECTIVELY IN MULTICULTURAL TEAMS 0438	ITC	Elective	INT	2,00	IBP courses
DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES 1254	MIS	Elective	INT	2,00	
TECHNOLOGY AND STRATEGY_2062	MIS	Elective	INT	2,00	
ADVERTISING & COMMUNICATION MANAGEMENT 2064	МКТ	Elective	INT	2,00	
CONSUMER BEHAVIOR: NEW TRENDS 0697	МКТ	Elective	INT	2,00	
DIGITAL STRATEGY 0702	МКТ	Elective	INT	2,00	
GLOBAL BRAND MANAGEMENT 0696	МКТ	Elective	INT	2,00	
NUDGE MARKETING 0699	МКТ	Elective	INT	2,00	
PRODUCT MANAGEMENT 0695	МКТ	Elective	INT	2,00	
SOCIAL MEDIA MARKETING 0703	МКТ	Elective	INT	2,00	
STRATEGIC MARKETING 0706	МКТ	Elective	INT	2,00	
WEB MARKETING 0704	МКТ	Elective	INT	2,00	
APPLIED NEGOTIATION ESSENTIALS 0820	NEG	Elective	INT	2,00	
INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT 0819	NEG	Elective	INT	2,00	
SALES ESSENTIALS 0821	NEG	Elective	INT	2,00	
21ST CENTURY GLOBAL SC RELATIONSHIP ERA 2065	OPS	Elective	INT	2,00	
BUSINESS ETHICS 1036	STR	Elective	INT	2,00	
CORPORATE SOCIAL RESPONSIBILITY 1037	STR	Elective	INT	2,00	
INTRODUCTION TO STRATEGY 1035	STR	Elective	INT	2,00	



#### **BACHELOR - Paris Campus**

Courses - Bachelor Level	Track	Туре	Format	ECTS	Offer
CONTEMPORARY INTERNATIONAL ECONOMICS 0114	ECO	сс	EXT	1,50	
MARKETING MANAGEMENT 0666	МКТ	сс	EXT	3,50	
SALES TECHNIQUES 0810	NEG	сс	EXT	1,50	
INTRODUCTION TO OPERATIONS MANAGEMENT 0870	OPS	сс	EXT	2,50	
CONJUNCTURE AND ECONOMIC FLUCTUATIONS 0115	ECO	сс	EXT	2,50	Offer # 1
FINANCIAL ANALYSIS 0199	ACC	сс	EXT	3,50	
INTRODUCTION TO OPTIMISATION METHODS 0953	QMS	сс	EXT	1,50	
INTRODUCTION TO DATA ANALYSIS 0951	QMS	сс	EXT	1,50	
INTRODUCTION TO ECONOMETRICS 0952	QMS	сс	EXT	1,50	
FUNDAMENTALS OF HUMAN BEHAVIORS 0333	HRM	сс	EXT	2,50	
BUSINESS LAW 0553	LAW	сс	EXT	3,50	
INTRODUCTION TO INFORMATION SYSTEMS 0568	MIS	сс	EXT	3,00	Offer # 2
CONJUNCTURE AND ECONOMIC FLUCTUATIONS 0115	ECO	сс	EXT	2,50	
FINANCIAL ANALYSIS 0199	ACC	сс	EXT	3,50	
INTRODUCTION TO OPTIMISATION METHODS 0953	QMS	сс	EXT	1,50	
INTRODUCTION TO DATA ANALYSIS 0951	QMS	сс	EXT	1,50	
INTRODUCTION TO ECONOMETRICS 0952	QMS	сс	EXT	1,50	
FUNDAMENTALS OF ORGANIZATION 0335	HRM	сс	EXT	2,00	
MANAGEMENT OF INFORMATION SYSTEMS 0569	MIS	сс	EXT	3,50	
INTRODUCTION TO NEGOTIATION 0811	NEG	сс	EXT	1,50	Offer # 3
CORPORATE FINANCE 0200	FIN	сс	EXT	3,00	
FUNDAMENTALS OF STRATEGY 1003	STR	сс	EXT	3,00	
INTRODUCTION TO HUMAN RESOURCE MANAGEMENT 0334	HRM	сс	EXT	2,50	
MARKET RESEARCH 0667	МКТ	сс	EXT	3,50	Offer # 4
INDUSTRIAL REALITIES 0871	OPS	сс	EXT	2,50	
CORPORATE FINANCE 0200	FIN	сс	EXT	3,00	
FUNDAMENTALS OF STRATEGY 1003	STR	сс	EXT	3,00	



#### **BACHELOR - Paris Campus**

NANACAL ACCOUNTING AND REPORTING 0025         ACC         Excite         NIT         2.00           MANACELERT CONTROL 0026         MOT         2.00           CONTINUE AND RESONAL LEADERSHIP, GET TO KNOW YOURSELF AND EMPHASIZE YOUR         ACC         Excite         NIT         2.00           CONTINUE AND RESONAL LEADERSHIP, GET TO KNOW YOURSELF AND EMPHASIZE YOUR         ACC         Excite         NIT         2.00           CEVELOP YOUR LEADERSHIP, INTERPERSONAL LEADERSHIP, MEROVE YOUR RELATIONAL ABLITY 0133         DEV         Excite         NIT         2.00           CEVELOP YOUR LEADERSHIP, INTERPERSONAL LEADERSHIP, MEROVE YOUR RELATIONAL ABLITY 0133         DEV         Excite         NIT         2.00           CEVELOP YOUR LEADERSHIP, INTERPERSONAL LEADERSHIP, MEROVE YOUR RELATIONAL ABLITY 0133         DEV         Excite         NIT         2.00           CEVELOP YOUR LEADERSHIP, SHARD OUT THE FERENCE CULTURE AND BUSINESS 010         ECO         Excite         NIT         2.00           CENDERG MARKET SHARD/LA ANALYSIS AND VALUATION 0274         FIN         Excite         NIT         2.00           FRANCE: CORPORATIONS AND MARKETS FINANCIAL MARKETS 0225         FIN         Excite         NIT         2.00           MANAGING FEORE AND ORGANISATIONE FUNDAMENTALS OF MANACEMENT 1-200         FIN         Excite         NIT         2.00	Courses - Bachelor Level	Track	Туре	Format	ECTS	Offer
ACCOUNTING TECHNOLIES 0027         ACC         Fierd         NT         2.00           DEVELOP YOUR LEADERSHIP, DETSONAL LEADERSHIP, GET TO INNOV YOURSELF AND EMPHYSIZE YOUR         GEV         Evelow         NT         2.00           DEVELOP YOUR LEADERSHIP, DETSOPRESIONAL LEADERSHIP, OMPROVE YOUR RELATIONAL ABUTY 013         GEV         Evelow         NT         2.00           DEVELOP YOUR LEADERSHIP, COLLECTIVE LEADERSHIP, OMPROVE YOUR RELATIONAL ABUTY 013         GEV         Evelow         NT         2.00           CORPORTE CULTURE & INNOVATION 0128         ECO         Evelow         NT         2.00           CORPORTE CULTURE & INNOVATION 0128         ECO         Evelow         NT         2.00           CORPORTE CULTURE & INNOVATION 0128         ECO         Evelow         NT         2.00           CORPORTE CULTURE & INNOVATION 0128         EVElow         NT         2.00           FINE Evelow         NT         2.00         NT         2.00 <td>FINANCIAL ACCOUNTING AND REPORTING 0025</td> <td>ACC</td> <td>Elective</td> <td>INT</td> <td>2,00</td> <td></td>	FINANCIAL ACCOUNTING AND REPORTING 0025	ACC	Elective	INT	2,00	
Processor         Device         Device         Device         No.         Device         No.         Device         Device         Device         No.         Device         Device         No.         Device         No.         Device         No.         Device         No.         Device         Device         Device         Device         Device         No.         Device         Device         No.         Device         Device         No.         Device         Device         No.         Device         Device         Device         No.         Device         No.         Device         Device         No.         Device         Device         No.         Device         Device <thdevice< th=""> <thdevice< th=""> <thdevi< td=""><td>MANAGEMENT CONTROL 0026</td><td>ACC</td><td>Elective</td><td>INT</td><td>2,00</td><td></td></thdevi<></thdevice<></thdevice<>	MANAGEMENT CONTROL 0026	ACC	Elective	INT	2,00	
STREMOTING 0102         ULV         Leader         NIM         2.00           DEVELOP YOUR LEADERSHIP. NERPERSONAL LEADERSHIP. IMPROVE YOUR RELATIONAL ABUITY 01         UEV         Excite         NIM         2.00           DEVELOP YOUR LEADERSHIP. CALLETIVE LEADERSHIP. COMMITIAENT AND OREATIVE EVELOPMENT 014         UEV         Excite         NIM         2.00           DEVELOP YOUR LEADERSHIP. COLLECTIVE LEADERSHIP. COMMITIAENT AND OREATIVE EVELOPMENT 0140         UEV         Excite         NIM         2.00           DEVELOP YOUR LEADERSHIP. COLLECTIVE LEADERSHIP. COMMITIAENT AND OREATIVE EVELOPMENT 0140         UEV         Excite         NIM         2.00           DEVELOP YOUR LEADERSHIP. NERVERAL LEADERSHIP. CALLETIVE & MAD OREATIVE EVELOPMENT 0140         ECO         Excite         NIM         2.00           DEVELOP YOUR LEADERSHIP. NERVERAL ANALYSIS AND VALUATION 0224         FIN         Excite         NIM         2.00           NERMENCINAL DECORPORATIONS AND MARKETS: NOMEY AND CAPITAL MARKETS C225         FIN         Excite         NIM         2.00           NANAGING PEOPLE AND ORGANISATIONS FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR         IRM         Excite         NIM         2.00           NANAGING PEOPLE AND ORGANISATIONS FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR         IRM         Excite         NIM         2.00           NANAGING PEOPLE AND ORGAN	ACCOUNTING TECHNIQUES 0027	ACC	Elective	INT	2,00	
DEVELOP YOUR LEADERSHIP. INTERPERSIONAL LEADERSHIP. INDERVIE YOUR RELATIONAL ABULTY 0103         DEV         Election         NT         2.00           DEVELOP YOUR LEADERSHIP. COLLECTIVE. LEADERSHIP. COMMITAENT AND CREATIVE DEVELOPMENT 0104         DEV         Election         NT         2.00           REICH WIRE & OWMPACINE. A PART OF THE FREINCH CULTURE. AND BUSINESS 0108         DEV         Election         NT         2.00           CORPORATE CULTURE & ANDVARID OLITURE AND BUSINESS 0102         EDO         Election         NT         2.00           EVREPENDERAL DEOSION/LITEGRATION 028         EDO         Election         NT         2.00           EVREPENDERAL DEOSION/MARING 2100         EDO         Election         NT         2.00           INNACE: CORPORATIONS AND MARINETS: INNODELVAILO Q24         FIN         Election         NT         2.00           INNACE: CORPORATIONS AND MARINETS: OPENALMARKITS 0225         FIN         Election         NT         2.00           INNAGE DEORPORATIONS AND MARINETS: OPENALMARKITS 025         FINM         Election         NT         2.00           NAMAGING PEOPLE AND ORGANISATIONS. FUNDAMENTALS OF MANAGEMENT 2-FRENCH ONTIFEMANORY         TC         Election         NT         2.00           NAMAGING PEOPLE AND ORGANISATIONS. FUNDAMENTALS OF MANAGEMENT 2-FRENCH ONTIFEMANORY         TC         Election         NT <td></td> <td>DEV</td> <td>Elective</td> <td>INT</td> <td>2,00</td> <td></td>		DEV	Elective	INT	2,00	
FIRENCH VIINE & CHAMPAGNE: A PART OF THE FRENCH CULTURE AND BUSINESS 0106         DEV         Believe         INT         2.00           CORPORATE CULTURE & INNOVATION 0128         EECO         Electivo         INT         2.00           EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0129         ECO         Electivo         INT         2.00           INTERNATIONAL TRADE ORGANIZATION 0130         ECO         Electivo         INT         2.00           ENREPREVENAL DECISION MARKING 2100         ENT         Electivo         INT         2.00           FINANCE: CORPORATIONS AND MARKITS. FUNDALIAL ANALYSIS AND VALUATION 0224         FIN         Electivo         INT         2.00           FINANCE: CORPORATIONS AND MARKITS. FUNDAMENTALS OF MANAGEMENT TOZOS         FIN         Electivo         INT         2.00           MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT TOGONS AND MARGEMENT SUCCEMPORATION         HIRM         Electivo         INT         2.00           MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3 LEADERSHIP AND CHANGE 0531         HIM         Electivo         INT         2.00           NEEKCLITURE COMMINIACITON FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD. FRENCH CONTEMPORATY         TIC         Electivo         INT         2.00           NEEKCLITURE COMMINIACITON OF SUCCESSFULLY LIVING IN A GLOCAL WORLD. FRENCH CONTEMPORATY         TIC		DEV	Elective	INT	2,00	
CORPORATE CULTURE & INNOVATION 0128       0128       0.00         EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0129       ECO       Elective       INT       2.00         ENREPENAL ECONOMIC INTEGRATION & BUSINESS 0129       ECO       Elective       INT       2.00         ENREPENALTION ALCONSAMO MARINE 2100       ENRE       Elective       INT       2.00         ENREPENALTIONS AND MARINETS: FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARINETS: FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARINETS: FINANDALIAL MARAGEMENT 0225       FIN       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 244700.000       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 24470.00030       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATION FUNDAMENTALS OF MANAGEMENT 24470.00030       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATION FUNDAMENTALS OF MANAGEMENT 24470.00005       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATION FUNDAMENTALS OF MANAGEMENT 24400       MCM       Elective	DEVELOP YOUR LEADERSHIP: COLLECTIVE LEADERSHIP, COMMITMENT AND CREATIVE DEVELOPMENT 0104	DEV	Elective	INT	2,00	
EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0120         ECO         Einchie         INT         2.00           INTERNATIONAL TRADE ORGANIZATION 0130         ECO         Enchie         INT         2.00           ENTREPRETURIAL DECISION MAKING 2100         ENT         Electie         INT         2.00           FINANCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224         FIN         Electie         INT         2.00           FINANCE: CORPORATIONS AND MARKETS: INANCIAL ANALYSIS AND VALUATION 0224         FIN         Electie         INT         2.00           FINANCE: CORPORATIONS AND MARKETS: INONE YAND CAPITAL MARKETS 1025         FIN         Electie         INT         2.00           MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1:200 MANAGEMENT 2:4END         HEM         Electie         INT         2.00           MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2:LADERSHIP AND CHANGE 0361         HEM         Electie         INT         2.00           MANAGING PEOPLE AND ORGANISATIONS FUNDAMENTALS OF MANAGEMENT 2:LADERSHIP AND CHANGE 0361         HEM         Electie         INT         2.00           MERCHUTINENT AND EMPLOYDER BRANDING 2:01         INERCULTURAL COMMUNICATION FOR SUCCESSEFULLY LIVING IN A GLOCAL WORLD, WHY GULTURE MATERS, ITC         Electie         INT         2.00           NUTERCULTURAL COMMUNICATION FOR SUCCESSEFULLY	FRENCH WINE & CHAMPAGNE: A PART OF THE FRENCH CULTURE AND BUSINESS 0106	DEV	Elective	INT	2,00	
INTERNATIONAL TRADE ORGANIZATION 0150       ECO       Elective       NT       2.00         ENTERPRENEURAL DECISION MAKING 2100       ENT       Elective       NT       2.00         FINNCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       NT       2.00         FINANCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       NT       2.00         FINANCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL MANAGEMENT 0226       FIN       Elective       NT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR       HRM       Elective       NT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-GRANNASTIONAL BEHAVIOR       HRM       Elective       NT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 085       HRM       Elective       NT       2.00         MERCHUTKENT AND ENFLOYER BRANDING 2101       ITC       Elective       NT       2.00         MERCHUTKENT MARKET 00000       MRT       Elective       NT       2.00         MERCHUTKENT MARKET 000000       MRT       Elective       NT       2.00         MERCHUTKENT MARKET 000000000000000000000000000000000000	CORPORATE CULTURE & INNOVATION 0128	ECO	Elective	INT	2,00	
ENTREPRENEURIAL DECISION MAKING 2100       ENT       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARKETS: MONEY AND CAPITAL MARKETS 0225       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARKETS: MONEY AND CAPITAL MARKETS 0226       FIN       Elective       INT       2.00         MAMAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1028       FIN       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0301       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0301       HRM       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: MHY CULTURE MATTERS.       INT       2.00       INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WHY CULTURE MATTERS.       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WHY CULTURE MATTERS.       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD. WHY CULTURE MATTERS.       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD.	EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0129	ECO	Elective	INT	2,00	
FINANCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARKETS: MONEY AND CAPITAL MARKETS 0225       FIN       Elective       INT       2.00         FINANCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL MANAGEMENT 10228       FIN       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 10280       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0301       HRM       Elective       INT       2.00         MARKETING COMMUNICATION FOR SUCCESSFULLY LVING IN A GLOCAL WORLD. FRENCH CONTEMPORATY       TIC       Elective       INT       2.00         NERCOLUTURAL COMMUNICATION FOR SUCCESSFULLY LVING IN A GLOCAL WORLD. FRENCH CONTEMPORATY       TIC       Elective       INT       2.00         BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION 043       GLOCAL WORLD. WORKING EFFECTIVELY IN       TIC       Elective       INT       2.00         RECOLUTURAL COMMUNICATION FOR SUCCESSFULLY LVING IN A GLOCAL WORLD. WORKING EFFECTIVELY IN       TIC       Elective       INT       2.00         GIGTAL DISPRYTONS IN OUR SOC	INTERNATIONAL TRADE ORGANIZATION 0130	ECO	Elective	INT	2,00	
Instruction comportations and market is: MONEY AND CAPITAL MARKETS 0225       FIN       Elective       INT       2.00         FINNCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL MANAGEMENT 0226       FIN       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1026       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2-HRM 0360       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2-HRM 0360       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2-HRM 0360       HRM       Elective       INT       2.00         MARGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2-HRM 0360       HRM       Elective       INT       2.00         NITEROLITURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: RENCH CONTEMPORARY       ITC       Elective       INT       2.00         DIGITAL DISRUPTIONS IN OUR SOCIETIES AND ECONOMES 0578       MKT       Elective       INT       2.00         ROOUCT INNOVATION 0701       MKT       Elective       INT       2.00         ODISUMER BEHAVIOR: NEW TRENDS AND TENDENCIES 0697       MKT       Elective       INT       2.00         NUDGE MARKETING 0703<	ENTREPRENEURIAL DECISION MAKING 2100	ENT	Elective	INT	2,00	
FINANCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL MANAGEMENT 0228       FIN       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361       HRM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361       HRM       Elective       INT       2.00         NTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: FRENCH CONTEMPORARY       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         IDIGITAL DISRUPTIONS IN OUR SOCIETES AND ECONOMIES 0578       MKT       Elective       INT       2.00	FINANCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224	FIN	Elective	INT	2,00	
MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1-ORGANISATIONAL BEHAVIOR       HrM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2-HRM 0360       HrM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361       HrM       Elective       INT       2.00         MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361       HrM       Elective       INT       2.00         NITERCULTURENT AND EMPLOYER BRANDING 2101       HRM       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: FRENCH CONTEMPORARY       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         IDI	FINANCE: CORPORATIONS AND MARKETS: MONEY AND CAPITAL MARKETS 0225	FIN	Elective	INT	2,00	
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INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: FRENCH CONTEMPORARY       ITC       Elective       INT       2.00         SOCIETY 0436       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WHY CULTURE MATTERS,       ITC       Elective       INT       2.00         BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING IN A GLOCAL WORLD: WORKING EFFECTIVELY IN       ITC       Elective       INT       2.00         INTERCULTURAL COMMUNICATION SOLUTES SOLUTES AND ECONOMIES 0578       MKT       Elective       INT       2.00         GLOBAL BRAND MANAGEMENT 0696       MKT       Elective       INT       2.00       INT       2.00         ONDEG MARKETING 0699       MKT	MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361	HRM	Elective	INT	2,00	
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ESSENTIAL SALES, PURCHASING AND NEGOTIATION: INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: APPLIED NEGOTIATION ESSENTIALS 0820       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: APPLIED NEGOTIATION ESSENTIALS 0820       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: SALES ESSENTIALS 0821       NEG       Elective       INT       2,00         IMPORT-EXPORT: SELLING AND NEGOTIATION 2104       NEG       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: INTRODUCTION TO STRATEGY 1035       STR       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036       STR       Elective       INT       2,00	WEB MARKETING 0704	мкт	Elective	INT	2,00	
ESSENTIAL SALES, PURCHASING AND NEGOTIATION: INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: APPLIED NEGOTIATION ESSENTIALS       0820       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: APPLIED NEGOTIATION ESSENTIALS       0820       NEG       Elective       INT       2,00         ESSENTIAL SALES, PURCHASING AND NEGOTIATION: SALES ESSENTIALS       0821       NEG       Elective       INT       2,00         IMPORT-EXPORT: SELLING AND NEGOTIATING 2104       NEG       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: INTRODUCTION TO STRATEGY 1035       STR       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036       STR       Elective       INT       2,00	INTEGRATED MARKETING COMMUNICATION STRATEGY 2103	МКТ	Elective	INT	2,00	
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ESSENTIAL SALES, PURCHASING AND NEGOTIATION: SALES ESSENTIALS 0821       NEG       Elective       INT       2,00         IMPORT-EXPORT: SELLING AND NEGOTIATING 2104       NEG       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: INTRODUCTION TO STRATEGY 1035       STR       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036       STR       Elective       INT       2,00						
IMPORT-EXPORT: SELLING AND NEGOTIATING 2104       NEG       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: INTRODUCTION TO STRATEGY 1035       STR       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036       STR       Elective       INT       2,00						-
STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: INTRODUCTION TO STRATEGY 1035       STR       Elective       INT       2,00         STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036       STR       Elective       INT       2,00						
STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: BUSINESS ETHICS 1036 STR Elective INT 2,00						
	STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: CORPORATE SOCIAL RESPONSIBILITY 1037	STR	Elective	INT	2,00	



#### MASTER - Lille Campus

Courses - Master Level	Track	Туре	Format	ECTS	Offer
CHANGE MANAGEMENT FOR SUSTAINABILITY STRATEGIES	HRM	CC	EXT	6,00	
POSITIVE LEADERSHIP MANAGEMENT	HRM	CC	EXT	4,00	Core courses
DATA SCIENCES (by LE WAGON - online)	MIS	СС	EXT	2,00	
CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL	ACC	OE	INT	2,00	
FUNDAMENTALS OF AUDITING	ACC	OE	INT	2,00	
PRACTISING 360 DEGREE INNOVATION	ENT	OE	INT	2,00	
SUSTAINABILITY MANAGEMENT & REPORTING	ENT	OE	INT	2,00	
WRITING EFFECTIVE BUSINESS PLANS	ENT	OE	INT	2,00	
ALTERNATIVE SOURCES OF FUNDING	FIN	OE	INT	2,00	
AUDITING OF INVESTMENT FIRMS	FIN	OE	INT	2,00	
BLOCKCHAIN FOR BUSINESS	FIN	OE	INT	2,00	
CORPORATE GOVERNANCE	FIN	OE	INT	2,00	
FUNDAMENTALS OF BANKING AND INSURANCE	FIN	OE	INT	2,00	
REGULATION OF FINANCIAL INSTITUTIONS	FIN	OE	INT	2,00	
WORKING CAPITAL MANAGEMENT	FIN	OE	INT	2,00	
DOING BUSINESS IN CENTRAL AND EASTERN EUROPE	IBE	OE	INT	2,00	
INTERNATIONAL BUSINESS DEVELOPMENT AND MANAGEMENT	IBE	OE	INT	2,00	
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT	IBE	OE	INT	2,00	
STRATEGY OF FIRMS LOCATION	IBE	OE	INT	2,00	
UNDERSTANDING INDIA FOR BUSINESS	IBE	OE	INT	2,00	
DATA ANALYSIS IN PYTHON (by LE WAGON - online)	MIS	OE	INT	2,00	Open Electives
DATA VISUALIZATION	MIS	OE	INT	2,00	
WEB DESIGN ESSENTIALS (by LE WAGON - online)	MIS	OE	INT	2,00	
DIGITAL LEADERSHIP AND INNOVATION	MKT	OE	INT	2,00	
ESSENTIALS IN DIGITAL COMMUNICATION	МКТ	OE	INT	2,00	
INTERNATIONAL MARKETING IN EMERGING MARKETS	МКТ	OE	INT	2,00	
INTERNATIONAL MARKETING SIMULATION	MKT	OE	INT	2,00	
LUXUXY MARKETING	MKT	OE	EXT	2,00	
MARKETING OF ARTS AND CULTURAL INDUSTRIES	MKT	OE	INT	2,00	
NEUROMARKETING	MKT	OE	INT	2,00	
DECISION-MAKING FOR MANAGERS	NEG	OE	INT	2,00	
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS	NEG	OE	INT	2,00	
NEGOTIATION AND CONTRACT LAW	NEG	OE	INT	2,00	
PURCHASING IN PRACTISE	NEG	OE	INT	2,00	-
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS	NEG	OE	INT	2,00	
BUSINESS PROCESS ANALYSIS	OPS	OE	INT	2,00	
CLOSED LOOP SCM	OPS	OE	INT	2,00	
SERVICES OPERATIONS MANAGEMENT	OPS	OE	INT	2,00	



#### MASTER - Lille Campus

Courses - Master Level	Track	Туре	Format	ECTS	Offer
MANAGING FIRMS CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES	ACC	IMP	INT	2,00	
SUSTAINABILITY FOR COMPETITIVE ADVANTAGE	ACC	IMP	INT	2,00	
ADVANCED STRATEGY AND NEW MANAGEMENT THEORIES	ENT	IMP	INT	2,00	
GAME THEORY IN BUSINESS	ENT	IMP	INT	2,00	
ENTREPRENEURSHIP & NEW BUSINESS DEVELOPMENT 0158	ENT	IMP	EXT	6,00	
MARKET RISK MANAGEMENT	FIN	IMP	INT	2,00	
OPERATIONAL RISK MANAGEMENT	FIN	IMP	INT	2,00	
THE CDO GAME (E-LEARNING)	FIN	IMP	EXT	2,00	
THE LARGE SCALE INVESTMENTS (E-LEARNING)	FIN	IMP	EXT	2,00	
THE PROJECT FINANCE GAME (E-LEARNING)	FIN	IMP	EXT	2,00	IMP courses
CAREER DEVELOPMENT	HRM	IMP	INT	2,00	
THE ECONOMICS OF ADVERTISING	IBE	IMP	INT	2,00	
ENVIRONMENTAL MARKETING	MKT	IMP	INT	2,00	
GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES	MKT	IMP	INT	2,00	
SPORT MARKETING	MKT	IMP	INT	2,00	
BUSINESS ETHICS IN COMMERCE	NEG	IMP	INT	2,00	
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING	NEG	IMP	INT	2,00	
INTERNATIONAL SALES AND COMMERCIAL LAW	NEG	IMP	INT	2,00	
SUPPLY CHAIN DEVELOPMENT	OPS	IMP	INT	2,00	



#### MASTER - Paris Campus

Courses - Master Level	Track	Туре	Format	ECTS	Offer
CHANGE MANAGEMENT FOR SUSTAINABILITY STRATEGIES	HRM	CC	EXT	6,00	
DATA SCIENCES (by LE WAGON - online)	MIS	СС	EXT	2,00	Core courses
CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL	ACC	OE	INT	2,00	
FUNDAMENTALS OF AUDITING	ACC	OE	INT	2,00	
PRACTISING 360 DEGREE INNOVATION	ENT	OE	INT	2,00	
SUSTAINABILITY MANAGEMENT & REPORTING	ENT	OE	INT	2,00	
WRITING EFFECTIVE BUSINESS PLANS	ENT	OE	INT	2,00	
ALTERNATIVE SOURCES OF FUNDING	FIN	OE	INT	2,00	
AUDITING OF INVESTMENT FIRMS	FIN	OE	INT	2,00	
BLOCKCHAIN FOR BUSINESS	FIN	OE	INT	2,00	
CORPORATE GOVERNANCE	FIN	OE	INT	2,00	
FUNDAMENTALS OF BANKING AND INSURANCE	FIN	OE	INT	2,00	
REGULATION OF FINANCIAL INSTITUTIONS	FIN	OE	INT	2,00	
WORKING CAPITAL MANAGEMENT	FIN	OE	INT	2,00	
DOING BUSINESS IN MENA REGION	IBE	OE	INT	2,00	
ECONOMICS AND BUSINESS ETHICS	IBE	OE	INT	2,00	
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT	IBE	OE	INT	2,00	
DATA ANALYSIS IN PYTHON (by LE WAGON - online)	MIS	OE	INT	2,00	
DATA VISUALIZATION	MIS	OE	INT	2,00	Open Electives
MANAGING INNOVATION IN THE DIGITAL ERA	MIS	OE	INT	2,00	
WEB DESIGN ESSENTIALS (by LE WAGON - online)	MIS	OE	INT	2,00	
DIGITAL LEADERSHIP AND INNOVATION	MKT	OE	INT	2,00	
ESSENTIALS IN DIGITAL COMMUNICATION	MKT	OE	INT	2,00	
INTERNATIONAL MARKETING IN EMERGING MARKETS	MKT	OE	INT	2,00	
INTERNATIONAL MARKETING SIMULATION	MKT	OE	INT	2,00	
LUXUXY MARKETING	MKT	OE	EXT	2,00	
MARKETING OF ARTS AND CULTURAL INDUSTRIES	MKT	OE	INT	2,00	
NEUROMARKETING	MKT	OE	INT	2,00	
DECISION-MAKING FOR MANAGERS	NEG	OE	INT	2,00	
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS	NEG	OE	INT	2,00	-
NEGOTIATION AND CONTRACT LAW	NEG	OE	INT	2,00	
PURCHASING IN PRACTISE	NEG	OE	INT	2,00	
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS	NEG	OE	INT	2,00	
BUSINESS PROCESS ANALYSIS	OPS	OE	INT	2,00	
CLOSED LOOP SCM	OPS	OE	INT	2,00	



#### MASTER - Paris Campus

Courses - Master Level	Track	Туре	Format	ECTS	Offer
MANAGING FIRMS CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES	ACC	IMP	INT	2,00	
SUSTAINABILITY FOR COMPETITIVE ADVANTAGE	ACC	IMP	INT	2,00	
GAME THEORY IN BUSINESS	ENT	IMP	INT	2,00	
ADVANCED STRATEGY AND NEW MANAGEMENT THEORIES	ENT	IMP	INT	2,00	
MARKET RISK MANAGEMENT	FIN	IMP	INT	2,00	
THE CDO GAME (E-LEARNING)	FIN	IMP	EXT	2,00	
THE PROJECT FINANCE GAME (E-LEARNING)	FIN	IMP	EXT	2,00	
THE LARGE SCALE INVESTMENTS (E-LEARNING)	FIN	IMP	EXT	2,00	
OPERATIONAL RISK MANAGEMENT	FIN	IMP	INT	2,00	IMP courses
CAREER DEVELOPMENT	HRM	IMP	INT	2,00	INF COUISES
THE ECONOMICS OF ADVERTISING	IBE	IMP	INT	2,00	
ENVIRONMENTAL MARKETING	MKT	IMP	INT	2,00	
GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES	MKT	IMP	INT	2,00	
SPORT MARKETING	MKT	IMP	INT	2,00	
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING	NEG	IMP	INT	2,00	
NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT	NEG	IMP	INT	2,00	
BUSINESS ETHICS IN COMMERCE	NEG	IMP	INT	2,00	
DECISION TOOLS IN OPERATIONS MANAGEMENT	OPS	IMP	INT	2,00	