



TENTATIVE LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2022

UPDATE 14/12/2021

LILLE & PARIS



IÉSEG
SCHOOL OF MANAGEMENT

EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

Spring 2022

Syllabi and more details on courses can be found on:

<https://www.ieseg.fr/en/international/study-at-ieseg-in-exchange/course-list/>

What should students keep in mind for their course selection?

- Credits
 - A regular semester load is 30 ECTS credits (European Credit Transfer System), and we accept a minimum of 20 ECTS from incoming exchange students. Make sure your students know how many credits they need to validate.
 - Courses vary from 1,5 to 6 credits, so they should take between 8 and 13 courses to reach 30 ECTS.
- Format
 - EXT: Extensive (semester long course) / INT: Intensive (1-week course)
- Course availability
 - Bachelor students have access to Bachelor courses (our Bachelor cycle is 3 years).
 - Students who will be in their final year of Bachelor cycle will have to choose between either our Bachelor OR Master-level courses. These offers cannot be mixed.
 - Master students have access to Master courses only.
- Bachelor level courses
 - Incoming Bachelor exchange students will access Core Courses (CC) and International Bachelor Program (IBP) courses.
 - Students will be required to choose 1 of the 3 specific packages of courses offered (in which they will rank their preferred courses), then complete their choice with their preferred IBP courses.
 - Courses will be assigned according to course availabilities while respecting the students' preferences as much as possible.
- Master level courses
 - The Master cycle of the PGE is a Master in Management, with 13 majors.
 - Incoming exchange students have access to the same Core Courses and Open Electives as IÉSEG students.
 - Incoming Master exchange students will be required to choose:
 - Core Courses (CC): between 1 to 2 courses in the CC list (by order of preference);
 - Open Electives (OE): rank exactly 10 courses by order of preference;
 - International Electives (IE): rank exactly 10 courses by order of preference.
 - Courses will be assigned according to course availabilities while respecting the students' preferences as much as possible.
- French Language Courses / Bachelor & Master level students
 - FLE (Français Langue Etrangère) courses are 2 ECTS.
 - They are available to all incoming exchange students, and not mandatory.
 - Students shall register to one of these courses if they wish to follow FLE courses. Registered students will receive details for the language test, which will be used to adjust their FLE registration.
 - The FLE elective course BIEN PRONONCER LE FRANCAIS 0521 is available to Beginner and Beginner+ students only.
 - The FLE elective course PRÉPARATION AU DELF B1 ET B2 0520 is available to Intermediate+ and Advanced students only.

- “Track” or “Field” of studies

➤ ACC	Audit, Control, Accounting	➤ ITC	Interculturality
➤ CSRS	Corporate Social Responsibility and Sustainability	➤ LAN	Language
➤ DEV	Personal Development	➤ LAW	Law
➤ ECO	Economics	➤ MIS	Management in Information Systems
➤ ENT	Entrepreneurship	➤ MKT	Marketing
➤ FIN	Finance	➤ NEG	Negotiation and Sales Management
➤ HRM	Human Resources Management	➤ OPS	Operations Management
➤ IBE	International Economy	➤ QMS	Quantitative Methods
➤ INNOENT	Innovation and Entrepreneurship	➤ STR	Strategy

Online course registration

Exchange students will register for their course preferences online prior to their arrival in France. The students will receive further information regarding the course registration by email as soon as the semester start gets closer. Students should be careful about announced deadlines.

BACHELOR - Lille Campus

Offer	Course Title	Code	Track	Type	Format	Year	ECTS
BA S4 (2nd year) Offer	MANAGEMENT CONTROL 2321	2321	ACC	CC	EXT	BA S4	2,0
	FINANCIAL ANALYSIS 2327	2327	ACC	CC	EXT	BA S4	3,0
	SUSTAINABILITY STRATEGY 2318	2318	CSRS	CC	EXT	BA S4	2,0
	ADVANCED RELATIONAL AND COLLECTIVE INTELLIGENCE 2326	2326	DEV	CC	EXT	BA S4	2,0
	INTRODUCTION TO DATA SCIENCE 2325	2325	FIN	CC	EXT	BA S4	2,0
	PEOPLE AND ORGANIZATION MANAGEMENT 2319	2319	HRM	CC	EXT	BA S4	3,0
	ENGLISH FOR THE WORKPLACE 2324	2324	LAN	CC	EXT	BA S4	2,0
	DIGITAL INNOVATION 2320	2320	MIS	CC	EXT	BA S4	3,0
	MANAGING RESOURCES 2322	2322	OPS	CC	EXT	BA S4	2,0
BA S6 (3rd year) Offer #1	CORPORATE FINANCE 0200	0200	FIN	CC	EXT	BA S6	3,0
	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT 0334	0334	HRM	CC	EXT	BA S6	2,5
	MARKET RESEARCH 0667	0667	MKT	CC	EXT	BA S6	3,5
	INDUSTRIAL REALITIES 0871	0871	OPS	CC	EXT	BA S6	2,5
	ADVANCED ECONOMETRICS 0957	0957	QMS	CC	EXT	BA S6	2,0
	ADVANCED DATA ANALYSIS 0958	0958	QMS	CC	EXT	BA S6	2,0
	ADVANCED OPTIMIZATION METHODS 0959	0959	QMS	CC	EXT	BA S6	2,0
	FUNDAMENTALS OF STRATEGY 1003	1003	STR	CC	EXT	BA S6	3,0
BA S6 (3rd year) Offer #2	CORPORATE FINANCE 0200	0200	FIN	CC	EXT	BA S6	3,0
	FUNDAMENTALS OF ORGANIZATION 0335	0335	HRM	CC	EXT	BA S6	2,0
	ADVANCED BUSINESS LAW 0554	0554	LAW	CC	EXT	BA S6	1,5
	MANAGEMENT OF INFORMATION SYSTEMS 0569	0569	MIS	CC	EXT	BA S6	3,5
	INTRODUCTION TO NEGOTIATION 0811	0811	NEG	CC	EXT	BA S6	1,5
	ADVANCED ECONOMETRICS 0957	0957	QMS	CC	EXT	BA S6	2,0
	ADVANCED DATA ANALYSIS 0958	0958	QMS	CC	EXT	BA S6	2,0
	ADVANCED OPTIMIZATION METHODS 0959	0959	QMS	CC	EXT	BA S6	2,0
	FUNDAMENTALS OF STRATEGY 1003	1003	STR	CC	EXT	BA S6	3,0
IBP Courses	FUNDAMENTALS OF BUSINESS DECISION TOOLS: FINANCIAL ACCOUNTING AND REPORTING 0025	0025	ACC	Elective	INT	IBP	2,0
	FUNDAMENTALS OF BUSINESS DECISION TOOLS: MANAGEMENT CONTROL 0026	0026	ACC	Elective	INT	IBP	2,0
	FUNDAMENTALS OF BUSINESS DECISION TOOLS: ACCOUNTING TECHNIQUES 0027	0027	ACC	Elective	INT	IBP	2,0
	PERSONAL LEADERSHIP : GET TO KNOW YOURSELF AND EMPHASIZE YOUR STRENGTHS 0102	0102	DEV	Elective	INT	IBP	2,0
	INTERPERSONAL LEADERSHIP : IMPROVE YOUR RELATIONAL ABILITY 0103	0103	DEV	Elective	INT	IBP	2,0
	COLLECTIVE LEADERSHIP : COMMITMENT AND CREATIVE DEVELOPMENT 0104	0104	DEV	Elective	INT	IBP	2,0
	FRENCH WINE & CHAMPAGNE: A PART OF THE FRENCH CULTURE AND BUSINESS 0106	0106	DEV	Elective	INT	IBP	2,0
	CORPORATE CULTURE AND INNOVATION 0128	0128	ECO	Elective	INT	IBP	2,0
	EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0129	0129	ECO	Elective	INT	IBP	2,0
	INTERNATIONAL TRADE ORGANIZATION 0130	0130	ECO	Elective	INT	IBP	2,0
	ENTREPRENEURSHIP & NEW BUSINESS DEVELOPMENT 0158	0158	ENT	Elective	INT	IBP	6,0
	ENTREPRENEURIAL DECISION MAKING	2100	ENT	Elective	INT	IBP	2,0
	INTRODUCTION TO FINANCING ENTREPRENEURIAL VENTURES 2384	2384	ENT	Elective	INT	IBP	2,0
	FINANCIAL ANALYSIS AND VALUATION 0224	0224	FIN	Elective	INT	IBP	2,0
	MONEY AND CAPITAL MARKETS 0225	0225	FIN	Elective	INT	IBP	2,0
	CORPORATE FINANCIAL MANAGEMENT 0226	0226	FIN	Elective	INT	IBP	2,0
	REGULATION OF FINANCIAL INSTITUTIONS 2061	2061	FIN	Elective	INT	IBP	2,0
	FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR 0359	0359	HRM	Elective	INT	IBP	2,0
	FUNDAMENTALS OF MANAGEMENT 2 - HRM 0360	0360	HRM	Elective	INT	IBP	2,0
	FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361	0361	HRM	Elective	INT	IBP	2,0
	FRENCH CONTEMPORARY SOCIETY 0436	0436	ITC	Elective	INT	IBP	2,0
	WHY CULTURE MATTERS: BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION 0437	0437	ITC	Elective	INT	IBP	2,0
	WORKING EFFECTIVELY IN MULTICULTURAL TEAMS 0438	0438	ITC	Elective	INT	IBP	2,0
	DIGITAL REVOLUTION: DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES 0578	0578	MIS	Elective	INT	IBP	2,0
	TECHNOLOGY AND STRATEGY 2062	2062	MIS	Elective	INT	IBP	2,0
	PRODUCT MANAGEMENT 0695	0695	MKT	Elective	INT	IBP	2,0
	GLOBAL BRAND MANAGEMENT 0696	0696	MKT	Elective	INT	IBP	2,0
	CONSUMER BEHAVIOR: NEW TRENDS 0697	0697	MKT	Elective	INT	IBP	2,0
	NUDGE MARKETING 0699	0699	MKT	Elective	INT	IBP	2,0
	DIGITAL STRATEGY 0702	0702	MKT	Elective	INT	IBP	2,0
	SOCIAL MEDIA MARKETING 0703	0703	MKT	Elective	INT	IBP	2,0
	WEB MARKETING 0704	0704	MKT	Elective	INT	IBP	2,0
	STRATEGIC MARKETING 0706	0706	MKT	Elective	INT	IBP	2,0
	ADVERTISING & COMMUNICATION MANAGEMENT 2064	2064	MKT	Elective	INT	IBP	2,0
	INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT 0819	0819	NEG	Elective	INT	IBP	2,0
	APPLIED NEGOTIATION ESSENTIALS 0820	0820	NEG	Elective	INT	IBP	2,0
	SALES ESSENTIALS 0821	0821	NEG	Elective	INT	IBP	2,0
	IMPORT-EXPORT: SELLING AND NEGOTIATING	2104	NEG	Elective	INT	IBP	2,0
	FUNDAMENTALS OF SUPPLY CHAIN MANAGEMENT 2385	2385	OPS	Elective	INT	IBP	2,0
	FUNDAMENTALS OF OPERATIONS MANAGEMENT 2386	2386	OPS	Elective	INT	IBP	2,0
	INTRODUCTION TO STRATEGY 1035	1035	STR	Elective	INT	IBP	2,0
	BUSINESS ETHICS 1036	1036	STR	Elective	INT	IBP	2,0
	CORPORATE SOCIAL RESPONSIBILITY 1037	1037	STR	Elective	INT	IBP	2,0

BACHELOR - Paris Campus

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BA S4 (2nd year) Offer	MANAGEMENT CONTROL 2321	2321	ACC	CC	EXT	BA S4	2,0
	FINANCIAL ANALYSIS 2327	2327	ACC	CC	EXT	BA S4	3,0
	SUSTAINABILITY STRATEGY 2318	2318	CSRS	CC	EXT	BA S4	2,0
	ADVANCED RELATIONAL AND COLLECTIVE INTELLIGENCE 2326	2326	DEV	CC	EXT	BA S4	2,0
	INTRODUCTION TO DATA SCIENCE 2325	2325	FIN	CC	EXT	BA S4	2,0
	PEOPLE AND ORGANIZATION MANAGEMENT 2319	2319	HRM	CC	EXT	BA S4	3,0
	HR & RECRUITEMENT / ENGLISH FOR JOB-HUNTERS ENGLISH FOR THE WORKPLACE 2324	2324	LAN	CC	EXT	BA S4	2,0
	DIGITAL INNOVATION 2320	2320	MIS	CC	EXT	BA S4	3,0
	MANAGING RESOURCES 2322	2322	OPS	CC	EXT	BA S4	2,0
BA S6 (3rd year) Offer #1	CORPORATE FINANCE 0200	0200	FIN	CC	EXT	BA S6	3,0
	INTRODUCTION TO HUMAN RESOURCE MANAGEMENT 0334	0334	HRM	CC	EXT	BA S6	2,5
	MARKET RESEARCH 0667	0667	MKT	CC	EXT	BA S6	3,5
	INDUSTRIAL REALITIES 0871	0871	OPS	CC	EXT	BA S6	2,5
	ADVANCED ECONOMETRICS 0957	0957	QMS	CC	EXT	BA S6	2,0
	ADVANCED DATA ANALYSIS 0958	0958	QMS	CC	EXT	BA S6	2,0
	ADVANCED OPTIMIZATION METHODS 0959	0959	QMS	CC	EXT	BA S6	2,0
	FUNDAMENTALS OF STRATEGY 1003	1003	STR	CC	EXT	BA S6	3,0
BA S6 (3rd year) Offer #2	CORPORATE FINANCE 0200	0200	FIN	CC	EXT	BA S6	3,0
	FUNDAMENTALS OF ORGANIZATION 0335	0335	HRM	CC	EXT	BA S6	2,0
	ADVANCED BUSINESS LAW 0554	0554	LAW	CC	EXT	BA S6	1,5
	MANAGEMENT OF INFORMATION SYSTEMS 0569	0569	MIS	CC	EXT	BA S6	3,5
	INTRODUCTION TO NEGOTIATION 0811	0811	NEG	CC	EXT	BA S6	1,5
	ADVANCED ECONOMETRICS 0957	0957	QMS	CC	EXT	BA S6	2,0
	ADVANCED DATA ANALYSIS 0958	0958	QMS	CC	EXT	BA S6	2,0
	ADVANCED OPTIMIZATION METHODS 0959	0959	QMS	CC	EXT	BA S6	2,0
IBP Courses	FUNDAMENTALS OF STRATEGY 1003	1003	STR	CC	EXT	BA S6	3,0
	FUNDAMENTALS OF BUSINESS DECISION TOOLS: FINANCIAL ACCOUNTING AND REPORTING 0025	0025	ACC	Elective	INT	IBP	2,0
	FUNDAMENTALS OF BUSINESS DECISION TOOLS: MANAGEMENT CONTROL 0026	0026	ACC	Elective	INT	IBP	2,0
	FUNDAMENTALS OF BUSINESS DECISION TOOLS: ACCOUNTING TECHNIQUES 0027	0027	ACC	Elective	INT	IBP	2,0
	DEVELOP YOUR LEADERSHIP: PERSONAL LEADERSHIP, GET TO KNOW YOURSELF AND EMPHASIZE YOUR STRENGTHS 0102	0102	DEV	Elective	INT	IBP	2,0
	DEVELOP YOUR LEADERSHIP: INTERPERSONAL LEADERSHIP, IMPROVE YOUR RELATIONAL ABILITY 0103	0103	DEV	Elective	INT	IBP	2,0
	DEVELOP YOUR LEADERSHIP: COLLECTIVE LEADERSHIP, COMMITMENT AND CREATIVE DEVELOPMENT 0104	0104	DEV	Elective	INT	IBP	2,0
	FRENCH WINE & CHAMPAGNE: A PART OF THE FRENCH CULTURE AND BUSINESS 0106	0106	DEV	Elective	INT	IBP	2,0
	TRADE AND INTERNATIONAL BUSINESS: CORPORATE CULTURE AND INNOVATION 0128	0128	ECO	Elective	INT	IBP	2,0
	EUROPEAN ECONOMIC INTEGRATION & BUSINESS 0129	0129	ECO	Elective	INT	IBP	2,0
	TRADE AND INTERNATIONAL BUSINESS: INTERNATIONAL TRADE ORGANIZATION 0130	0130	ECO	Elective	INT	IBP	2,0
	ENTREPRENEURIAL DECISION MAKING	2100	ENT	Elective	INT	IBP	2,0
	INTRODUCTION TO FINANCING ENTREPRENEURIAL VENTURES 2384	2384	ENT	Elective	INT	IBP	2,0
	FINANCE: CORPORATIONS AND MARKETS: FINANCIAL ANALYSIS AND VALUATION 0224	0224	FIN	Elective	INT	IBP	2,0
	FINANCE: CORPORATIONS AND MARKETS: MONEY AND CAPITAL MARKETS 0225	0225	FIN	Elective	INT	IBP	2,0
	FINANCE: CORPORATIONS AND MARKETS: CORPORATE FINANCIAL MANAGEMENT 0226	0226	FIN	Elective	INT	IBP	2,0
	REGULATION OF FINANCIAL INSTITUTIONS 2416	2416	FIN	Elective	INT	IBP	2,0
	MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR 0359	0359	HRM	Elective	INT	IBP	2,0
	MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 2 - HRM 0360	0360	HRM	Elective	INT	IBP	2,0
	MANAGING PEOPLE AND ORGANISATIONS: FUNDAMENTALS OF MANAGEMENT 3-LEADERSHIP AND CHANGE 0361	0361	HRM	Elective	INT	IBP	2,0
	INTERCULTURAL COMMUNICATION FOR SUCCESSFULLY LIVING AND WORKING IN A GLOBAL WORLD: FRENCH CONTEMPORARY SOCIETY 0436	0436	ITC	Elective	INT	IBP	2,0
	WHY CULTURE MATTERS: BUILDING BLOCKS OF INTERCULTURAL COMMUNICATION 0437	0437	ITC	Elective	INT	IBP	2,0
	WORKING EFFECTIVELY IN MULTICULTURAL TEAMS 0438	0438	ITC	Elective	INT	IBP	2,0
	DIGITAL REVOLUTION: DIGITAL DISRUPTIONS IN OUR SOCIETIES & ECONOMIES 0578	0578	MIS	Elective	INT	IBP	2,0
	TECHNOLOGY AND STRATEGY 2062	2062	MIS	Elective	INT	IBP	2,0
	FUNDAMENTALS OF MARKETING: PRODUCT MANAGEMENT 0695	0695	MKT	Elective	INT	IBP	2,0
	FUNDAMENTALS OF MARKETING: GLOBAL BRAND MANAGEMENT 0696	0696	MKT	Elective	INT	IBP	2,0
	CONSUMER BEHAVIOR: NEW TRENDS 0697	0697	MKT	Elective	INT	IBP	2,0
	NUDGE MARKETING 0699	0699	MKT	Elective	INT	IBP	2,0
	PRODUCT INNOVATION 0701	0701	MKT	Elective	INT	IBP	2,0
	DIGITAL MARKETING: DIGITAL STRATEGY 0702	0702	MKT	Elective	INT	IBP	2,0
	DIGITAL MARKETING: SOCIAL MEDIA MARKETING 0703	0703	MKT	Elective	INT	IBP	2,0
	DIGITAL MARKETING: WEB MARKETING 0704	0704	MKT	Elective	INT	IBP	2,0
	INTEGRATED MARKETING COMMUNICATION STRATEGY	2103	MKT	Elective	INT	IBP	2,0
	ESSENTIAL SALES, PURCHASING AND NEGOTIATION: INTERNATIONAL PURCHASING & SUPPLY MANAGEMENT 0819	0819	NEG	Elective	INT	IBP	2,0
	ESSENTIAL SALES, PURCHASING AND NEGOTIATION: APPLIED NEGOTIATION ESSENTIALS 0820	0820	NEG	Elective	INT	IBP	2,0
	ESSENTIAL SALES, PURCHASING AND NEGOTIATION: SALES ESSENTIALS 0821	0821	NEG	Elective	INT	IBP	2,0
	IMPORT-EXPORT: SELLING AND NEGOTIATING	2104	NEG	Elective	INT	IBP	2,0
	FUNDAMENTALS OF SUPPLY CHAIN MANAGEMENT 2385	2385	OPS	Elective	INT	IBP	2,0
	FUNDAMENTALS OF OPERATIONS MANAGEMENT 2386	2386	OPS	Elective	INT	IBP	2,0
	INTRODUCTION TO STRATEGY 1035	1035	STR	Elective	INT	IBP	2,0
	BUSINESS ETHICS 1036	1036	STR	Elective	INT	IBP	2,0
	STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY TOOL KIT: CORPORATE SOCIAL RESPONSIBILITY 1037	1037	STR	Elective	INT	IBP	2,0
	THE CREATIVE USE OF WASTE: THE ESSAY-FILM AND OTHER RECYCLINGS - HAWAII 2628	2628	ITC	Elective	EXT	OE	6,0

French language courses - Lille & Paris

Course for IN Bachelor Level	Code	Track	Type	Format	Year	Campus	ECTS
PREPARATION AU DELF B1 ET B2 0520	0520	LAN	Optional	EXT	IN	Lille	2,0
BIEN PRONONCER LE FRANCAIS 0521	0521	LAN	Optional	EXT	IN	Lille	1,0
FRENCH AS A FOREIGN LANGUAGE (ADVANCED) 2553	2553	LAN	Optional	EXT	IN	Lille	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER) 2229	2229	LAN	Optional	EXT	IN	Lille	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER) 2549	2549	LAN	Optional	EXT	IN	Lille	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER+) 2550	2550	LAN	Optional	EXT	IN	Lille	2,0
FRENCH AS A FOREIGN LANGUAGE (INTERMEDIATE) 2551	2551	LAN	Optional	EXT	IN	Lille	2,0
FRENCH AS A FOREIGN LANGUAGE (INTERMEDIATE+) 2552	2552	LAN	Optional	EXT	IN	Lille	2,0
PREPARATION AU DELF B1 ET B2 0520	0520	LAN	Optional	EXT	IN	Paris	2,0
BIEN PRONONCER LE FRANCAIS 0521	0521	LAN	Optional	EXT	IN	Paris	1,0
FRENCH AS A FOREIGN LANGUAGE (ADVANCED) 2553	2553	LAN	Optional	EXT	IN	Paris	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER) 2229	2229	LAN	Optional	EXT	IN	Paris	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER) 2549	2549	LAN	Optional	EXT	IN	Paris	2,0
FRENCH AS A FOREIGN LANGUAGE (BEGINNER+) 2550	2550	LAN	Optional	EXT	IN	Paris	2,0
FRENCH AS A FOREIGN LANGUAGE (INTERMEDIATE) 2551	2551	LAN	Optional	EXT	IN	Paris	2,0
FRENCH AS A FOREIGN LANGUAGE (INTERMEDIATE+) 2552	2552	LAN	Optional	EXT	IN	Paris	2,0

French Language Courses (FLE) are available to all INcoming exchange students (Year = IN), Bachelor and Master, and not mandatory.

Please register to one of these courses if you wish to follow FLE courses.

Students will receive details for the language test and obtain their results in time for their FLE registration.



Beginner-level students (who have not taken the French test) starting in January should choose the course **Beginner 2229**.

Beginner-level students who started in September or who were placed in Beginner should choose **Beginner 2549**.

note: The course BIEN PRONONCER LE FRANCAIS 0521 is available to **Beginner** and **Beginner+** students only.

The course PRÉPARATION AU DELF B1 ET B2 0520 is available to **Intermediate+** and **Advanced** students only.

MASTER - Lille Campus

Offer	COURSE TITLE	CODE	MAJOR	MAJOR/ TRACK	TYPE	FORMAT	ECTS
Core Courses	POSITIVE LEADERSHIP DEVELOPMENT 1652	1652	CORE	HRM	CC	EXT	4
	DATA SCIENCES 1653 <i>(by Le Wagon) (E-LEARNING)</i>	1653	COURSES	FIN	CC	EXT	2
Open Electives	INTERNATIONAL MARKETING SIMULATION 1711	1711	MKT / MKTD	MKT	OE	INT	2
	ESSENTIALS IN DIGITAL COMMUNICATION 1707	1707		MKT	OE	INT	2
	INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	1172		MKT	OE	INT	2
	NEW WORK PRACTISES IN THE DIGITAL AGE 1737	1737	HRM	HRM	OE	INT	2
	MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	1717		HRM	OE	INT	2
	ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	1191	NEG	NEG	OE	INT	2
	RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	1740		NEG	OE	INT	2
	NEGOTIATION AND CONTRACT LAW 1187	1187		NEG	OE	INT	2
	DECISION-MAKING FOR MANAGERS 1845	1845		NEG	OE	INT	2
	BUSINESS PROCESS ANALYSIS 1199	1199	OPS	OPS	OE	INT	2
	CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201	1201		OPS	OE	INT	2
	SUSTAINABILITY MANAGEMENT & REPORTING 1092	1092	ENT	CSRS	OE	INT	2
	PRACTISING 360 DEGREE INNOVATION 1098	1098		ENT	OE	INT	2
	UNDERSTANDING INDIA FOR BUSINESS 1133	1133	IBE	IBE	OE	INT	2
	STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130	1130		IBE	OE	INT	2
	DOING BUSINESS IN MENA REGION 1755	1755		IBE	OE	INT	2
	THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412	2412		IBE	OE	INT	2
	BUSINESS PERFORMANCE ANALYSIS & PRODUCTIVITY ACCOUNTING 1747	1747		IBE	OE	INT	2
	AUDIT DATA ANALYTICS 2409 <i>(prerequisite: FUNDAMENTALS OF AUDITING 1762)</i>	2409	ACCA	ACC	OE	INT	2
	CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL 1763	1763	ACCF	ACC	OE	INT	2
	FUNDAMENTALS OF FIRM VALUATION 1765	1765		ACC	OE	INT	2
	FUNDAMENTALS OF BANKING & INSURANCE 1107	1107	FINC/FINA	FIN	OE	INT	2
	ALTERNATIVE SOURCES OF FUNDING 1780	1780		FIN	OE	INT	2
	WORKING CAPITAL MANAGEMENT 1112	1112		FIN	OE	INT	2
	AUDITING OF INVESTMENT FIRMS 1775	1775		FIN	OE	INT	2
	BLOCKCHAIN FOR BUSINESS 2089	2089		FIN	OE	INT	2
	SUSTAINABLE - GREEN FINANCE 2411	2411		FIN	OE	INT	2
	DATA ANALYSIS IN PYTHON 1842	1842	MIS	MIS	OE	EXT	2
IMP Courses (IE)	MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081	2081	ACC	ACC	IE	INT	2
	SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082	2082		ACC	IE	INT	2
	GAME THEORY IN BUSINESS 2083	2083	ENT	STR	IE	INT	2
	ADVANCED STRATEGY & NEW MANAGEMENT THEORIES 2084	2084		STR	IE	INT	2
	MARKET RISK MANAGEMENT 2085	2085	FIN	FIN	IE	INT	2
	THE CDO GAME 2086 <i>(E-LEARNING)</i>	2086		FIN	IE	EXT	2
	THE PROJECT FINANCE GAME 2087 <i>(E-LEARNING)</i>	2087		FIN	IE	EXT	2
	OPERATIONAL RISK MANAGEMENT 2088	2088		FIN	IE	INT	2
	THE LARGE SCALE INVESTMENTS 1114 <i>(E-LEARNING)</i>	1114		FIN	IE	EXT	2
	CAREER DEVELOPMENT 2090	2090	HRM	HRM	IE	INT	2
	ENVIRONMENTAL MARKETING 2075	2075	MKT / MKTD	MKT	IE	INT	2
	GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES 2093	2093		MKT	IE	INT	2
	SPORT MARKETING 2094	2094		MKT	IE	INT	2
	INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	2095	NEG	NEG	IE	INT	2
	BUSINESS ETHICS IN COMMERCE 2097	2097		NEG	IE	INT	2
	INTERNATIONAL SALES AND COMMERCIAL LAW 2096	2096		NEG	IE	INT	2
	SUPPLY CHAIN DEVELOPMENT 2231	2231	OPS	OPS	IE	INT	2
	THE ECONOMICS OF ADVERTISING 2091	2091	IBE	IBE	IE	INT	2

MASTER - Paris Campus

Offer	COURSE TITLE	CODE	MAJOR	MAJOR/ TRACK	TYPE	FORMAT	ECTS
Core Courses	POSITIVE LEADERSHIP DEVELOPMENT 1652	1652	CORE	HRM	CC	EXT	4
	DATA SCIENCES 1653 <i>(by Le Wagon) (E-LEARNING)</i>	1653	COURSES	FIN	CC	EXT	2
Open Electives	INTERNATIONAL MARKETING SIMULATION 1711	1711	MKTM / MKTD	MKT	OE	INT	2
	ESSENTIALS IN DIGITAL COMMUNICATION 1707	1707		MKT	OE	INT	2
	INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	1172		MKT	OE	INT	2
	NEW WORK PRACTISES IN THE DIGITAL AGE 1737	1737	HRM	HRM	OE	INT	2
	GLOBAL LABOUR LAW FOR MANAGERS 1126	1126		HRM	OE	INT	2
	EMPLOYEE PERFORMANCE MANAGEMENT 1124	1124		HRM	OE	INT	2
	MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	1717		HRM	OE	INT	2
	ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	1191	NEG	NEG	OE	INT	2
	RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	1740		NEG	OE	INT	2
	NEGOTIATION AND CONTRACT LAW 1187	1187		NEG	OE	INT	2
	DECISION-MAKING FOR MANAGERS 1845	1845		NEG	OE	INT	2
	BUSINESS PROCESS ANALYSIS 1199	1199	OPS	OPS	OE	INT	2
	CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201	1201		OPS	OE	INT	2
	SUSTAINABILITY MANAGEMENT & REPORTING 1092	1092	ENT	CSRS	OE	INT	2
	PRACTISING 360 DEGREE INNOVATION 1098	1098		ENT	OE	INT	2
	UNDERSTANDING INDIA FOR BUSINESS 1133	1133	IBE	IBE	OE	INT	2
	STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130	1130		IBE	OE	INT	2
	DOING BUSINESS IN MENA REGION 1755	1755		IBE	OE	INT	2
	THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412	2412		IBE	OE	INT	2
	BUSINESS PERFORMANCE ANALYSIS & PRODUCTIVITY ACCOUNTING 1747	1747	ACCA	IBE	OE	INT	2
	AUDIT DATA ANALYTICS 2409 <i>(prerequisite: FUNDAMENTALS OF AUDITING 1762)</i>	2409		ACC	OE	INT	2
	CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL 1763	1763	ACCF	ACC	OE	INT	2
	FUNDAMENTALS OF FIRM VALUATION 1765	1765		ACC	OE	INT	2
	FUNDAMENTALS OF BANKING & INSURANCE 1107	1107	FINC/FINA	FIN	OE	INT	2
	ALTERNATIVE SOURCES OF FUNDING 1780	1780		FIN	OE	INT	2
	WORKING CAPITAL MANAGEMENT 1112	1112		FIN	OE	INT	2
	AUDITING OF INVESTMENT FIRMS 1775	1775		FIN	OE	INT	2
	BLOCKCHAIN FOR BUSINESS 2089	2089		FIN	OE	INT	2
	SUSTAINABLE - GREEN FINANCE 2411	2411		FIN	OE	INT	2
	MANAGING INNOVATION IN THE DIGITAL ERA 1157	1157	MIS	FIN	OE	INT	2
	DATA ANALYSIS IN PYTHON 1842	1842		MIS	OE	EXT	2
IMP Courses (IE)	MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081	2081	ACC	ACC	IE	INT	2
	SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082	2082		ACC	IE	INT	2
	GAME THEORY IN BUSINESS 2083	2083	ENT	STR	IE	INT	2
	ADVANCED STRATEGY & NEW MANAGEMENT THEORIES 2084	2084		STR	IE	INT	2
	MARKET RISK MANAGEMENT 2085	2085	FIN	FIN	IE	INT	2
	THE CDO GAME 2086 <i>(E-LEARNING)</i>	2086		FIN	IE	EXT	2
	THE PROJECT FINANCE GAME 2087 <i>(E-LEARNING)</i>	2087		FIN	IE	EXT	2
	OPERATIONAL RISK MANAGEMENT 2088	2088		FIN	IE	INT	2
	THE LARGE SCALE INVESTMENTS 1114 <i>(E-LEARNING)</i>	1114		FIN	IE	EXT	2
	CAREER DEVELOPMENT 2090	2090	HRM	HRM	IE	INT	2
	ENVIRONMENTAL MARKETING 2075	2075	MKTM / MKTD	MKT	IE	INT	2
	GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES 2093	2093		MKT	IE	INT	2
	SPORT MARKETING 2094	2094		MKT	IE	INT	2
	NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT 2077	2077	NEG	NEG	IE	INT	2
	INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	2095		NEG	IE	INT	2
	BUSINESS ETHICS IN COMMERCE 2097	2097		NEG	IE	INT	2
	SUPPLY CHAIN DEVELOPMENT 2231	2231	OPS	OPS	IE	INT	2
	THE ECONOMICS OF ADVERTISING 2091	2091	IBE	IBE	IE	INT	2

MASTER LEVEL

DEPARTMENT	TRACK	MASTER - MAJORS	MAJOR CODE
MARKETING & SALES	MKT	Marketing Management	MKTM
		Digital Marketing	MKTD
MARKETING & SALES	NEG	International Negotiation and Business Development	NEG
INNOVATION, ENTREPRENEURSHIP and INFORMATION SYSTEMS	MIS	Information Systems	MIS
ECONOMICS & QUANTITATIVE METHODS	IBE	Business Economics	IBE
INNOVATION, ENTREPRENEURSHIP and INFORMATION SYSTEMS	ENT	Entrepreneurship	ENT
PEOPLE, ORGANIZATIONS AND NEGOTIATION	HRM	<i>Managing People and Organizations</i> (Lille campus only)	HRM
OPERATIONS MANAGEMENT	OPS	Operations & Supply Chain Management	OPS
FINANCE	FIN	Asset and Risk Management	FINA
		Financial Transactions and Corporate Strategy	FINC
ACCOUNTING	ACC	Financial Management & Control	ACCF
		<i>Audit and Advisory</i> (Lille campus only)	ACCA
PEOPLE, ORGANIZATIONS AND NEGOTIATION	HRM	General Management & Strategy Consulting	GMSC

TRACKS IN GENERAL:

TRACK NAME	TRACK
Audit, Control, Accounting	ACC
CSR and Sustainability	CSRS
Personal Development / People Competencies	DEV
Economics	ECO
Entrepreneurship	ENT
Finance	FIN
Human Ressources Management	HRM
International Economy	IBE
Innovation and Entrepreneurship	INNOENT
Intercultural competences	ITC
French as a Foreign Language	LAN_FRE
Law	LAW
Management of Information Systems	MIS
Marketing	MKT
Negotiation	NEG
Negotiation	NEG
Operations Management	OPS
Quantitative Methods	QMS
Strategy	STR