HSTOF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2023 14/12/2022

LILLE & PARIS



EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

Spring 2023

Exchange students

Syllabi and more details on courses offered to incoming exchange students can be found on: <u>https://www.ieseg.fr/en/international/study-at-ieseg-in-exchange/course-list/</u>

All courses offered through the Exchange Program are within the 5-year Grande Ecole Program (PGE).

In Fall 2020, we launched our <u>redesigned Grande Ecole Program</u> (PGE), and we will implement the last changes in 2022/2023 on the curriculum of the Bachelor cycle of the Program.

From now, incoming exchange students at bachelor level will choose courses from the <u>6th semester</u> of our Bachelor cycle, <u>taught BOTH in Fall and Spring semesters</u>, which is aimed at acquiring a holistic international experience. They will share classes with IÉSEG students, spending a significant amount of time with subjects of international, social, and cultural importance. The semester will be partly made up of electives. No new changes in terms of structure for the Master cycle.

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. Students should make sure they know how many credits they need to validate.
 - In case students need less than 20 ECTS, we request official emails from Home University Coordinators.
 - Courses vary from 2 to 6 ECTS, so students should take between 8 and 12 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 only (our Bachelor cycle is 3 years).
 - Students with a Bachelor in 4 years at their home university coming to IESEG during their fourth year will 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 have access to Core Courses (CC) and Electives courses (OE) from the 6th semester of our Bachelor cycle, taught both in Fall and Spring semesters.
 - Students will be required to rank their preferred courses.
 - Courses will be assigned according to course availability while respecting the students' preferences as much as possible.
- Master level courses
 - \circ ~ 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 3 courses in the CC list (by order of preference);
 - Open Electives (OE): rank <u>exactly</u> 10 courses by order of preference;
 - International Electives (IE): rank *exactly* 10 courses by order of preference.
 - Courses will be assigned according to course availability while respecting the students' preferences as much as possible.

- French Language Courses / Bachelor & Master level students
 - FLE (Français Langue Etrangère) courses are 2 ECTS.
 - \circ \quad They are available to all incoming exchange students, and not mandatory.
 - Registered students will receive details for an online language test, which will be used to enroll them in FLE courses. This test is to be completed ONLY if students want to study French.
 - 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.
 - There are no Business courses taught in French.
- "Track" or "Field" of studies

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

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.

Double Degree Exchange students:

Please note the Majors from our *Master in Management (PGE)* (Lille & Paris):

- Audit & Advisory (*Lille only*)
- Asset and Risk Management
- Business Economics
- Digital Marketing
- Entrepreneurship
- Financial Management and Control
- Financial Transactions & Corporate Strategy
- General Management & Strategy Consulting
- Information Systems
- International Negotiation & Business
 Development
- Managing People and Organizations / HRM (Lille only)
- Marketing Management
- Operations & Supply Chain Management

Since Fall 2021, the following Majors are only offered on Lille campus: "Audit & Advisory (ACCA)" and "Managing People & Organizations (HRM)".

There are no Majors at Bachelor level.

Double Degree students coming through exchange agreements at IÉSEG will be considered as regular IÉSEG degree-seeking students (bachelor and master level).

When required by the Program, these students will choose courses through tools and processes used for regular Grande Ecole Program or Bachelor in International Business degree-seeking students, not through the exchange program tools.

Double Degree 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 & Paris Campus

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DIGITAL MARKETING STRATEGY 3163 (online)MKTINTS65DIGITAL MARKETING TECHNIQUES 3199MKTINTS62GLOBAL BRAND MANAGEMENT 0668MKTINTS62MOBILE MARKETING 0670MKTINTS62NUDGE MARKETING 0671MKTINTS62PRODUCT INNOVATION 0674MKTINTS62PRODUCT MANAGEMENT 2737MKTINTS62SOCIAL MEDIA MARKETING 2240MKTINTS62WEB MARKETING 3164MKTINTS62APPLIED NEGOTIATION AL CUSTOMER EXCELLENCE 2560NEGINTS62GEOPOLITICS 2782NEGINTS62IMPORT-EXPORT: SELLING AND NEGOTIATING 2777NEGINTS62	APPLIED MARKETING ANALYSIS 2754	MKT	EXT	S6	6
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GEOPOLITICS 2782 NEG INT S6 2 IMPORT-EXPORT: SELLING AND NEGOTIATING 2777 NEG INT S6 2					
IMPORT-EXPORT: SELLING AND NEGOTIATING 2777 NEG NEG INT S6 2					

NEGOTIATING INTERNATIONAL POLITICAL AGREEMENTS 2729	NEG	EXT	S6	4
NEGOTIATION SKILLS 3165 (online)	NEG	INT	S6	5
SALES ESSENTIALS 2741	NEG	EXT	S6	2
THE INTERNATIONAL PURCHASER 0813	NEG	INT	S6	2
DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA 0874	OPS	EXT	S6	2
DIGITAL OPERATIONS MANAGEMENT 2791	OPS	INT	S6	2
GLOBAL SUSTAINABILITY & OPERATIONS MANAGEMENT 3161	OPS	INT	S6	2
INTERNATIONAL SUPPLY CHAIN MANAGEMENT AND LOGISTICS 2767	OPS	EXT	S6	2
PEOPLE MANAGEMENT IN OPERATIONS AND LOGISTICS 2760	OPS	INT	S6	2
PRODUCTION PLANNING AND CONTROL 2738	OPS	EXT	S6	2
PROJECT SCHEDULING WITH PYTHON 2739	OPS	EXT	S6	2
SUSTAINABLE SUPPLY CHAIN MANAGEMENT 2744	OPS	EXT	S6	6
ECONOMETRICS OF QUALITATIVE VARIABLES 2789	QMS	INT	S6	2
OPTIMIZATION TECHNIQUES 2732	QMS	EXT	S6	6
PREDICTIVE ANALYTICS FOR BUSINESS 2736	QMS	INT	S6	2
DOCUMENTARIES, FILMS AND SUSTAINABILITY: THE GOOD, THE BAD, THE UGLY 2790	STS	INT	S6	2
HISTORICAL PERSPECTIVES ON MANAGEMENT : LEARNING FROM THE PAST 2779	STS	INT	S6	2
INTERNATIONAL BUSINESS STRATEGIES 2772	STS	INT	S6	2
NON-GOVERNMENTAL AND NON-PROFIT ORGANIZATIONS: FINANCING AND PARTNERING WITH	STS	EVT	56	2
CORPORATES AND FOUNDATIONS 2731	515	EXT	50	2
RESPONSIBLE LEADERSHIP 2361	STS	EXT	S6	2

Note on course formats:

EXT (extensive): over the course of several weeks, about 2 to 3 hours a week, exam in February or at the end of the semester (unless specified otherwise)INT (intensive): within one week, usually 4 x 4 hours, exam on the following week

*WHY CULTURE MATTERS 2792 is a prerequisite course for WORKING EFFECTIVELY IN INTERCULTURAL TEAMS 2784.

French language courses - Lille & Paris

Course Title	Campus	Туре	Format	Track	Language	ECTS
PREPARATION AU DELF B1 ET B2 0520	L	OC	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521	L	OC	EXT	LAN_FRE	FRE	1
FRANCAIS LANGUE ETRANGERE (INTERMEDIAIRE +) 2552	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (INTERMEDIAIRE) 2551	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT +) 2550	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT) 2549	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT) 2229	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (AVANCE) 2553	L	OC	EXT	LAN_FRE	FRE	2
PREPARATION AU DELF B1 ET B2 0520	Р	OC	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521	Р	OC	EXT	LAN_FRE	FRE	1
FRANCAIS LANGUE ETRANGERE (INTERMEDIAIRE +) 2552	Р	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (INTERMEDIAIRE) 2551	Р	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT +) 2550	Р	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT) 2549	Р	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (DEBUTANT) 2229	Р	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (AVANCE) 2553	Р	OC	EXT	LAN_FRE	FRE	2

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

Registered students will receive details for an online language test, which will be used to enroll them in FLE courses. This test is to be completed ONLY if students want to study French.

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

Course Title	Track	Туре	Format	ECTS
DATA SCIENCES 1653	FIN	CC	EXT	2
POSITIVE LEADERSHIP DEVELOPMENT 1652	HRM	CC	EXT	4
PERSONAL DATA PROTECTION AND MANAGEMENT 2586	LAW	CC	EXT	2
MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081	ACC	IE	INT	2
SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082	ACC	IE	INT	2
COMMODITY MARKET 1774	FIN	IE	INT	2
MARKET RISK MANAGEMENT 2085	FIN	IE	INT	2
THE CDO GAME 2086	FIN	IE	EXT	2
THE LARGE SCALE INVESTMENTS 1114	FIN	IE	EXT	2
THE PROJECT FINANCE GAME 2087	FIN	IE	EXT	2
CAREER DEVELOPMENT 2090	HRM	IE	INT	2
THE ECONOMICS OF ADVERTISING 2091	IBE	IE	INT	2
ENVIRONMENTAL MARKETING 2075	MKT	IE	INT	2
SPORT MARKETING 2094	MKT	IE	INT	2
BUSINESS ETHICS IN COMMERCE 2097	NEG	IE	INT	2
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	NEG	IE	INT	2
SALES & BUSINESS MANAGEMENT 2699	NEG	IE	INT	2
SUPPLY CHAIN DEVELOPMENT 2231	OPS	IE	INT	2
ADVANCED STRATEGY & NEW MANAGEMENT THEORIES 2084	STS	IE	INT	2
GAME THEORY IN BUSINESS 2083	STS	IE	INT	2
AUDIT DATA ANALYTICS 2409*	ACC	OE	INT	2
CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL 1763	ACC	OE	INT	2
FUNDAMENTALS OF FIRM VALUATION 1765	ACC	OE	INT	2
TESLA THE DISRUPTOR 2697	ACC	OE	EXT	2
ALTERNATIVE INVESTMENTS 1772	FIN	OE	INT	2
ALTERNATIVE SOURCES OF FUNDING 1780	FIN	OE	INT	2
AUDITING OF INVESTMENT FIRMS 1775	FIN	OE	INT	2
BLOCKCHAIN FOR BUSINESS 2089	FIN	OE	INT	2
FINANCIAL ENGINEERING 1768	FIN	OE	INT	2
FUNDAMENTALS OF BANKING & INSURANCE 1107	FIN	OE	INT	2
IA & RPA (UiPath) 2798	FIN	OE	INT	2
LIVING CHANGE MANAGEMENT 2797	FIN	OE	INT	2
WORKING CAPITAL MANAGEMENT 1112	FIN	OE	INT	2
MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	HRM	OE	INT	2
PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747	IBE	OE	INT	2
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130	IBE	OE	INT	2
THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412	IBE	OE	INT	2
UNDERSTANDING INDIA FOR BUSINESS 1133	IBE	OE	INT	2
DATA ANALYSIS IN PYTHON 1842	MIS	OE	EXT	2
MANAGING INNOVATION IN THE DIGITAL ERA 1157	MIS	OE	INT	2
ESSENTIALS IN DIGITAL COMMUNICATION 1707	МКТ	OE	INT	2
INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	МКТ	OE	INT	2
MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712	МКТ	OE	INT	2
SOCIAL INNOVATION AND ENTREPRENEURSHIP 2801	MKT	OE	INT	2
DECISION-MAKING FOR MANAGERS 1845	NEG	OE	INT	2
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	NEG	OE	INT	2
NEGOTIATION AND CONTRACT LAW 1187	NEG	OE	EXT	2
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	NEG	OE	INT	2
BUSINESS PROCESS ANALYSIS 1199	OPS	OE	INT	2
CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201	OPS	OE	INT	2
SUSTAINABILITY MANAGEMENT & REPORTING 1092	STS	OE	INT	2

Note on course formats:

EXT (extensive): over the course of several weeks, about 2 to 3 hours a week,

exam at the end of the semester (unless specified otherwise)

INT (intensive): within one week, usually 4 x 4 hours, exam on the following week

*FUNDAMENTALS OF AUDITING 1762 (offered in Fall) is a prerequisite course for AUDIT DATA ANALYTICS 2409.

MASTER - Paris Campus

DATA SCIENCES 1653FINCCEXT2DATA SCIENCES 1653DESTINCE LEADERSINE PEVELOPKENT 1552HBMCCEXT4PERSONAL DATA PROTECTION AND MANAGEMENT 2866LAWCCEXT2MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081ACCIEINT2LISTAINABILITY FOR COMPETITIVE ADVANTAGE 2082ACCIEINT2COMMODITY MARKET 1774MARCE 1187ACCIEINT2MARCET ISIS MANAGEMENT 2085FINIEENT2THE COD GAME 2086FINIEEXT2THE COD GAME 2086TRINIEEXT2CAREER DEVELOPMENT 2090HRMIEINT2VERINGON MARANAGEMENT 2030IBEIEINT2SPORT MARKETING 2030MKTIEINT2SPORT MARKETING 2030MKTIEINT2SPORT MARKETING 2034MKTIEINT2SPORT MARKETING 2034MKTIEINT2SPORT MARKETING 2034MKTIEINT2SUPINES STAILOGAND CONCOMPER 2097NEGIEINT2SUPINES STAILOGAND CONCOMPET 2037NEGIEINT2SUPINES SMANAGEMENT 7231OPSIEINT2SUPINES SMANAGEMENT 7232OPSIEINT2SUPINES MANAGEMENT 233ACCOPSIEINT2SUPINES MANAGEMENT 234STSIEINT2 <th>Course Title</th> <th>Track</th> <th>Туре</th> <th>Format</th> <th>ECTS</th>	Course Title	Track	Туре	Format	ECTS
POSITIVE LEADERSHIP DEVELOPMENT 1552 HRM CC EXT 4 POSINUE LATA REPOTETION AND MANAGEMENT 2586 LAW CC EXT 2 MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081 ACC IE INT 2 MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081 ACC IE INT 2 MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081 ACC IE INT 2 MARKET 1774 DEVELOPMENT 2085 FIN IE INT 2 MARKET 185K MANAGEMENT 2085 FIN IE EXT 2 THE COD GAME 2086 FIN IE EXT 2 THE ROLECT INNERCE GAME 2097 IBE INT 2 2 EXPINISOMENTAL MARKET 162 2075 MKT IE INT 2 EVELCOPMENT 2090 MKT IE INT 2 EVELCOPMENT 2090 NEG IE INT 2 EVELCOPMENT 2090 NEG IE INT 2 EVELCOPMENT 202	DATA SCIENCES 1653			EXT	2
PERSONAL DATA PROTECTION AND MANAGEMENT 2586 LAW CC EXT 2 MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081 ACC IE INT 2 SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082 ACC IE INT 2 COMMODITY MARKET 1774 FIN IE INT 2 MARKET RISK MANAGEMENT 2085 FIN IE INT 2 THE COD GAME 2086 FIN IE EXT 2 THE COD GAME 2086 FIN IE EXT 2 CAREER DEVELOPMENT 2090 HEMM IE INT 2 THE EROLOCYTENSTS 114 FIN IE ENT 2 THE ROLOCYTENSTRO 2091 IBE IE INT 2 PORT MARKET ING 2075 MKT IE INT 2 SUBSTINDANT AND PURCHASING 2091 MKG IE INT 2 RUNRONMERT 2097 MKG IE INT 2 SUSPLY CHAIN DEVELOPMENT 2021 MKT IE INT 2				-	
MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081 ACC IE INT 2 SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082 ACC IE INT 2 SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082 FIN IE INT 2 MARKET 1724 FIN IE INT 2 MARKET 1726 FIN IE INT 2 MARKET 2086 FIN IE EKT 2 THE LARGE SCALE INVESTMENTS 114 FIN IE EKT 2 THE ROLECT FUNKCE SADE 2003 IBE IE INT 2 CAREED OPVELOPMENT 2000 MEM IE INT 2 SPORT MARKET MARKE 2097 NEG IE INT 2 SPORT MARKET 102 038 MEG IE INT 2 SUMSS STILCS NOOMMERCE 2097 NEG IE INT 2 SPORT MARKET 102 040 MARKET 102 045 IE INT 2 SUMSS STILCS COMMERCE 2097 NEG IE INT 2					
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COMMODITY MARKET 1774 FIN IE INT 2 MARKET RISK MANAGEMENT 2085 FIN IE INT 2 THE LOD GAME 2086 FIN IE INT 2 THE LOD GAME 2086 FIN IE EXT 2 THE LARGE SCALE INVESTMENTS 1114 FIN IE EXT 2 CAREED DEVELOPMENT 2090 HRM IE INT 2 CAREED DEVELOPMENT 2090 HRM IE INT 2 SPORT MARKETING 2075 MKT IE INT 2 SPORT MARKETING 2094 INEG IE INT 2 SUBINESS THAS INCOMMERCE 2097 NEG IE INT 2 SUBSES THAS INCOMMERCE 2097 NEG IE INT 2 SUBSES THAS INCOMMERCE 2097 NEG IE INT 2 SUBSES THAS IN RIVARGEMENT TAND PEACE BUILDING 2095 NEG IE INT 2 SUPLY OHAIN DRUP DROHANGEMENT THEORIES 2084 ST5 IE INT 2					
MARKET RISK MANAGENENT 2085 FIN IE INT 2 THE CDD GAME 2085 FIN IE EXT 2 THE LARGE SCALE INVESTMENTS 1114 FIN IE EXT 2 THE LARGE SCALE INVESTMENTS 1114 FIN IE EXT 2 THE PROJECT FINANCE GAME 2087 FIN IE EXT 2 CAREER DEVELOPMENT 2090 HRM IE INT 2 SPORT MARKETING 2091 IBE IE INT 2 SPORT MARKETING 2094 MKT IE INT 2 SPORT MARKETING 2094 MKT IE INT 2 SPORT MARKETING 2091 NEGG IE INT 2 SPORT MARKETING 2091 NEGG IE INT 2 SPORT MARKETING 2091 NEGG IE INT 2 SUPPLY CHAIN DEVELOPMENT 7231 OPS IE INT 2 SUPPLY CHAIN DEVELOPMENT 2331 OPS IE INT 2 ADUT DATA ANALTICS 2409*				-	
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FUNDAMENTALS OF BANKING & INSURANCE 1107FINOEINT2WORKING CAPITAL MANAGEMENT 1112FINOEINT2EMPLOYEE PERFORMANCE MANAGEMENT 1124HRMOEINT2GLOBAL LABOUR LAW FOR MANAGERS 1126HRMOEINT2MANAGING WELL-BEING & WORK-LIFE BALANCE 1717HRMOEINT2NEW WORK PRACTISES IN THE DIGITAL AGE 1737HRMOEINT2PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1172MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1172MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2RECATION AND CONTRACT LAW 1187NEGOEINT2RELATION SHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEG </td <td>BLOCKCHAIN FOR BUSINESS 2089</td> <td>FIN</td> <td>OE</td> <td>INT</td> <td>2</td>	BLOCKCHAIN FOR BUSINESS 2089	FIN	OE	INT	2
WORKING CAPITAL MANAGEMENT 1112FINOEINT2EMPLOYEE PERFORMANCE MANAGEMENT 1124HRMOEINT2GLOBAL LABOUR LAW FOR MANAGERS 1126HRMOEINT2MANAGING WELL-BEING & WORK-LIFE BALANCE 1717HRMOEINT2NEW WORK PRACTISES IN THE DIGITAL AGE 1737HRMOEINT2PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2MARETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2MARKETING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2REGATION AND CONTRACT LAW 1187NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RECATION SKILLS 1191NEGOEINT22RECATION SKILLS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2 <td>FINANCIAL ENGINEERING 1768</td> <td>FIN</td> <td>OE</td> <td>INT</td> <td>2</td>	FINANCIAL ENGINEERING 1768	FIN	OE	INT	2
EMPLOYEE PERFORMANCE MANAGEMENT 1124HRMOEINT2GLOBAL LABOUR LAW FOR MANAGERS 1126HRMOEINT2MANAGING WELL-BEING & WORK-LIFE BALANCE 1717HRMOEINT2NEW WORK PRACTISES IN THE DIGITAL AGE 1737HRMOEINT2PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT	FUNDAMENTALS OF BANKING & INSURANCE 1107	FIN	OE	INT	2
GLOBAL LABOUR LAW FOR MANAGERS 1126HRMOEINT2MANAGING WELL-BEING & WORK-LIFE BALANCE 1717HRMOEINT2NEW WORK PRACTISES IN THE DIGITAL AGE 1737HRMOEINT2PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2NEGOTIATION SKILLS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	WORKING CAPITAL MANAGEMENT 1112	FIN	OE	INT	2
MANAGING WELL-BEING & WORK-LIFE BALANCE 1717HRMOEINT2NEW WORK PRACTISES IN THE DIGITAL AGE 1737HRMOEINT2PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2REGOTIATION AND CONTRACT LAW 1187NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	EMPLOYEE PERFORMANCE MANAGEMENT 1124	HRM	OE	INT	2
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PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747IBEOEINT2STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	HRM	OE	INT	2
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130IBEOEINT2THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412IBEOEINT2UNDERSTANDING INDIA FOR BUSINESS 1133IBEOEINT2DATA ANALYSIS IN PYTHON 1842MISOEEXT2ESSENTIALS IN DIGITAL COMMUNICATION 1707MKTOEINT2INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEINT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	NEW WORK PRACTISES IN THE DIGITAL AGE 1737	HRM	OE	INT	2
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INTERNATIONAL MARKETING IN EMERGING MARKETS 1172MKTOEINT2MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	DATA ANALYSIS IN PYTHON 1842	MIS	OE	EXT	2
MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712MKTOEINT2DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	ESSENTIALS IN DIGITAL COMMUNICATION 1707	MKT	OE	INT	2
DECISION-MAKING FOR MANAGERS 1845NEGOEINT2ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	MKT	OE	INT	2
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191NEGOEINT2NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	MARKETING OF ARTS AND CULTURAL INDUSTRIES 1712	MKT	OE	INT	2
NEGOTIATION AND CONTRACT LAW 1187NEGOEEXT2RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	DECISION-MAKING FOR MANAGERS 1845	NEG	OE	INT	2
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	NEG	OE	INT	2
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740NEGOEINT2BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	NEGOTIATION AND CONTRACT LAW 1187	NEG	OE	EXT	2
BUSINESS PROCESS ANALYSIS 1199OPSOEINT2CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201OPSOEINT2	RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	NEG	OE	INT	2
CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201 OPS OE INT 2	BUSINESS PROCESS ANALYSIS 1199		1	-	
	CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201			-	
	SUSTAINABILITY MANAGEMENT & REPORTING 1092	STS	OE	INT	2

Note on course formats:

EXT (extensive): over the course of several weeks, about 2 to 3 hours a week, exam at the end of the semester (unless specified otherwise)INT (intensive): within one week, usually 4 x 4 hours, exam on the following week

*FUNDAMENTALS OF AUDITING 1762 (offered in Fall) is a prerequisite course for AUDIT DATA ANALYTICS 2409.

MASTER LEVEL

DEPARTMENT	TRACK	MASTER - MAJORS	MAJOR CODE
MARKETING & SALES	МКТ	Marketing Management	MKTM
WARKETING & SALES	IVINI	Digital Marketing	MKTD
NEGOTIATION	NEG	International Negotiation and Business	NEG
	NEG	Development	NEG
INNOVATION, ENTREPRENEURSHIP and INFORMATION	MIS	Information Systems	MIS
SYSTEMS		•	
ECONOMICS & QUANTITATIVE METHODS	IBE	Business Economics	IBE
INNOVATION, ENTREPRENEURSHIP and INFORMATION	ENT	Entrepreneurship	ENT
SYSTEMS	2.111		2.111
PEOPLE, ORGANIZATIONS AND NEGOTIATION	HRM	Managing People and Organizations (Lille	HRM
		campus only)	
OPERATIONS MANAGEMENT	OPS	Operations & Supply Chain Management	OPS
		Asset and Risk Management	FINA
FINANCE	FIN	Financial Transactions and Corporate Strategy	FINC
ACCOUNTING	ACC	Financial Management & Control	ACCF
ACCOUNTING	ACC	Audit and Advisory (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	INNO/ENT
Intercultural competences	ITC
French as a Foreign Language	LAN_FRE
Law	LAW
Management of Information Systems	MIS
Marketing	MKT
Negotiation	NEG
Operations Management	OPS
Quantitative Methods	QMS
Strategy and Sustainability	STS