



LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2024

04/12/2023

LILLE & PARIS



IESEG
SCHOOL OF MANAGEMENT

EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

Spring 2024

Exchange students

Syllabi and more details on courses offered to incoming exchange students can be found on:

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

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

In Fall 2020, we launched our [redesigned Grande Ecole Program](#) (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 [6th semester](#) of our Bachelor cycle, [taught BOTH in Fall and Spring semesters](#), 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.
 - For some universities, the transfer of credits will be facilitated if students take 6 ECTS credit courses (equivalent to 3 credits in the USA and Canada). In this case, students should choose in priority these 6 ECTS courses in your list.
- 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 3 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 6 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.
 - 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.
 - The FLE elective course BIEN PRONONCER LE FRANCAIS 0521 is available to Level 1 and Level 2 students only.
 - The course ATELIER INTERCULTUREL DE CONVERSATION 3318 is available to Level 3 students only.
 - The FLE elective course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 4 students only.
 - There are no Business courses taught in French.

- “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
		➤ 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

Course Title	Code	Track	Format	Year	ECTS
MANAGEMENT CONTROL MISSION 2723	2723	ACC	EXT	S6	2
EXPLORING THE AUDIT PROFESSION 2786	2786	ACC	INT	S6	2
INTERNATIONAL FINANCIAL REPORTING 2770	2770	ACC	EXT	S6	3
CORPORATE FINANCIAL REPORTING & BUSINESS ENVIRONMENTS 2794	2794	ACC	EXT	S6	6
FUNDAMENTALS OF POLITICAL SCIENCES 2734	2734	DEV	EXT	S6	4
GEOGRAPHY AND CLIMATE CHANGE: EVOLUTION AND PERSPECTIVES 2783	2783	DEV	INT	S6	2
CHALLENGES AND PERSPECTIVES OF THE EUROPEAN CONSTRUCTION 2759	2759	DEV	EXT	S6	2
ART, LUXURY AND TRADE 2756	2756	DEV	INT	S6	2
UNDERSTANDING INCOME INEQUALITY IN THE 21ST CENTURY 2753	2753	ECO	INT	S6	2
MIGRATION STUDIES 2726	2726	ECO	INT	S6	2
GEOPOLITICS OF BUSINESS 2781	2781	ECO	EXT	S6	2
GLOBAL BUSINESS ENVIRONMENT 2780	2780	ECO	EXT	S6	6
INDUSTRIAL ORGANIZATION & BUSINESS STRATEGIES 2776	2776	ECO	EXT	S6	2
PRACTISING 360 DEGREE INNOVATION 2735	2735	ENT	INT	S6	2
STRATEGY AND ORGANIZATION OF INNOVATION 2742	2742	ENT	EXT	S6	6
ENTREPRENEURIAL DECISION MAKING 2788	2788	ENT	INT	S6	2
HOW TO SETUP AN ONLINE BUSINESS 2778	2778	ENT	INT	S6	2
SUSTAINABLE CORPORATE GOVERNANCE 2743	2743	FIN	INT	S6	2
MONEY AND CAPITAL MARKETS 2727	2727	FIN	INT	S6	2
FUNDAMENTALS OF FINANCIAL DERIVATIVES 0205	0205	FIN	EXT	S6	2
INFRASTRUCTURE AND DEVELOPMENT FINANCE 2775	2775	FIN	EXT	S6	2
INTERNATIONAL FINANCE 2771	2771	FIN	EXT	S6	3
INTRODUCTION TO ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING FOR FINANCE 2720	2720	FIN	INT	S6	2
DATA ANALYTICS AND VISUALIZATION FOR FINANCE 2793	2793	FIN	EXT	S6	6
BANKING, INSURANCE AND REGULATION 2757	2757	FIN	EXT	S6	6
BLOCKCHAIN AND CRYPTO ASSETS 2758	2758	FIN	INT	S6	2
FINANCE AND CLIMATE CHANGE 2761	2761	FIN	EXT	S6	2
MANAGEMENT OF STRESS 2724	2724	HRM	EXT	S6	2
MANAGING LEARNING AND DEVELOPMENT IN ORGANIZATIONS 2725	2725	HRM	EXT	S6	6
NAVIGATING REMOTE WORK AND CONTINGENT WORK 2728	2728	HRM	INT	S6	2
ESSENTIAL HR TOOLS FOR FUTURE MANAGERS 0338	0338	HRM	INT	S6	2
INTERNATIONAL HRM 2769	2769	HRM	EXT	S6	3
CONFLICT MANAGEMENT IN ORGANIZATIONS 2763	2763	HRM	INT	S6	2
BUILDING AN EFFECTIVE POWER BASE 3295	3295	HRM	INT	S6	2
RESILIENT LEADERSHIP IN INTERCULTURAL CONTEXTS 2740	2740	ITC	EXT	S6	2
WHY CULTURE MATTERS 2792	2792	ITC	INT	S6	2
WORKING EFFECTIVELY IN INTERCULTURAL TEAMS 2784	2784	ITC	INT	S6	2
AMERICAN CULTURE AND CIVILIZATION 1533	1533	ITC	EXT	S6	2
PREPARATION FOR TOEFL 0494	0494	LAN_ENG	EXT	S6	2
RHETORIC AND DEBATE 2750	2750	LAN_ENG	INT	S6	2
THINKING LIKE A LAWYER - LEGAL SKILLS FOR BUSINESS PEOPLE 2747	2747	LAW	EXT	S6	2
ENVIRONMENTAL LAW 2787	2787	LAW	EXT	S6	2
GLOBAL BUSINESS LAW 2773	2773	LAW	EXT	S6	3
COMPETITION LAW 2762	2762	LAW	EXT	S6	2
SUSTAINABILITY IN A DIGITAL WORLD 2721	2721	MIS	INT	S6	2
TECHNOLOGY AND STRATEGY 2745	2745	MIS	INT	S6	2
DIGITAL TRANSFORMATION: DIGITAL DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES 0570	0570	MIS	INT	S6	2
POWER PLATFORM: LOW CODE APPLICATION DEVELOPMENT 2722	2722	MIS	EXT	S6	4
PRODUCT INNOVATION 0674	0674	MKT	INT	S6	2
PRODUCT MANAGEMENT 2737	2737	MKT	INT	S6	2
SOCIAL MEDIA MARKETING 2240	2240	MKT	INT	S6	2
WEB MARKETING 3164	3164	MKT	INT	S6	2
MOBILE MARKETING 0670	0670	MKT	INT	S6	2
NUDGE MARKETING 0671	0671	MKT	INT	S6	2
DIGITAL MARKETING TECHNIQUES 3199	3199	MKT	INT	S6	2
GLOBAL BRAND MANAGEMENT 0668	0668	MKT	INT	S6	2
CONSUMER BEHAVIOR: NEW TRENDS 2765	2765	MKT	INT	S6	2
APPLIED MARKETING ANALYSIS 2754	2754	MKT	EXT	S6	6
SALES OPTIMIZATION 2741	2741	NEG	EXT	S6	2
THE INTERNATIONAL PURCHASER 0813	0813	NEG	INT	S6	2
NEGOTIATING INTERNATIONAL POLITICAL AGREEMENTS 2729	2729	NEG	EXT	S6	4
GEOPOLITICS 2782	2782	NEG	INT	S6	2
FIGHTING SOCIAL INJUSTICE FROM THE MARGINS: URBAN SPACE AND SOCIAL PROTESTS IN FRANCE - HAWAII 3572 (Paris campus only)	3572	DEV	EXT	HAWAII	6
INTRODUCTION TO SOCIOLOGY (CONTEMPORARY FRENCH SOCIETY) - HAWAII 3573 (Paris campus only)	3573	DEV	EXT	HAWAII	6
IMPORT-EXPORT: SELLING AND NEGOTIATING 2777	2777	NEG	INT	S6	2
INTERNATIONAL PURCHASING AND SUPPLY MANAGEMENT 2768	2768	NEG	INT	S6	2
CRM AND INTERNATIONAL CUSTOMER EXCELLENCE 2560	2560	NEG	EXT	S6	2
PSYCHOLOGY OF THE NEGOTIATOR 2755	2755	NEG	INT	S6	2
PRODUCTION PLANNING AND CONTROL 2738	2738	OPS	INT	S6	2
SUSTAINABLE SUPPLY CHAIN MANAGEMENT 2744	2744	OPS	EXT	S6	6
DIGITAL OPERATIONS MANAGEMENT 2791	2791	OPS	INT	S6	2
GLOBAL SUSTAINABILITY & OPERATIONS MANAGEMENT 3161	3161	OPS	INT	S6	2
INTERNATIONAL SUPPLY CHAIN MANAGEMENT AND LOGISTICS 2767	2767	OPS	EXT	S6	3
DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA 0874	0874	OPS	EXT	S6	2
INDUSTRIAL & LOGISTICS PROCESS: AN OVERVIEW 1743	1743	OPS	EXT	S6	2
PREDICTIVE ANALYTICS FOR BUSINESS 2736	2736	QMS	INT	S6	2
ECONOMETRICS OF QUALITATIVE VARIABLES 2789	2789	QMS	INT	S6	2
RESPONSIBLE LEADERSHIP 2361	2361	STS	EXT	S6	2
MANAGING NON-PROFIT ORGANIZATIONS: CSR & SPONSORSHIP STRATEGIES 2731	2731	STS	EXT	S6	2
DOCUMENTARIES, FILMS AND SUSTAINABILITY: THE GOOD, THE BAD, THE UGLY 2790	2790	STS	INT	S6	2
HISTORICAL PERSPECTIVES ON MANAGEMENT : LEARNING FROM THE PAST 2779	2779	STS	INT	S6	2
INTERNATIONAL BUSINESS STRATEGIES 2772	2772	STS	EXT	S6	3

Note on course formats:

EXT (extensive): over the course of several weeks, about 2 to 3 hours a week, exam in April (unless specified otherwise)

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

French language courses - Lille & Paris

Course Title	Code	Campus	Type	Format	Track	Language	ECTS
FRANCAIS LANGUE ETRANGERE (NIVEAU 1) 3457	3457	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 2) 3458	3458	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 3) 3459	3459	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 4) 3460	3460	L	OC	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521	0521	L	OC	EXT	LAN_FRE	FRE	1
PREPARATION AU DELF B1 ET B2 0520	0520	L	OC	EXT	LAN_FRE	FRE	2
ATELIER INTERCULTUREL DE CONVERSATION 3318	3318	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 1) 3457	3457	P	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 2) 3458	3458	P	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 3) 3459	3459	P	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (NIVEAU 4) 3460	3460	P	OC	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521	0521	P	OC	EXT	LAN_FRE	FRE	1
PREPARATION AU DELF B1 ET B2 0520	0520	P	OC	EXT	LAN_FRE	FRE	2
ATELIER INTERCULTUREL DE CONVERSATION 3318	3318	P	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.

The course BIEN PRONONCER LE FRANCAIS 0521 is available to Level 1 and Level 2 students only.

The course ATELIER INTERCULTUREL DE CONVERSATION 3318 is available to Level 3 students only.

The course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 4 students only.

MASTER - Lille Campus

Course Title	Code	Track	Type	Format	ECTS
PERSONAL DATA PROTECTION AND MANAGEMENT 2586	2586	LAW	CC	EXT	2
POSITIVE LEADERSHIP DEVELOPMENT 1652	1652	STS	CC	EXT	4
GEOPOLITICS & PROSPECTIVES 3302	3302	STS	CC	EXT	2
SERVICE FAILURE AND RECOVERY IN BUSINESS 3265	3265	NEG	IE	INT	2
MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081	2081	ACC	IE	INT	2
COMMODITY MARKET 1774	1774	FIN	IE	INT	2
THE ECONOMICS OF ADVERTISING 2091	2091	IBE	IE	INT	2
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	2095	NEG	IE	INT	2
SALES & BUSINESS MANAGEMENT 2699	2699	NEG	IE	INT	2
SUPPLY CHAIN DEVELOPMENT 2231	2231	OPS	IE	INT	2
CAREER DEVELOPMENT 2090	2090	HRM	IE	INT	2
ADVANCED STRATEGY & NEW MANAGEMENT THEORIES 2084	2084	STS	IE	INT	2
GAME THEORY FOR BUSINESS STRATEGY 2083	2083	STS	IE	INT	2
ENVIRONMENTAL MARKETING 2075	2075	MKT	IE	INT	2
MARKET RISK MANAGEMENT 2085	2085	FIN	IE	INT	2
NO-CODE (INT) 3590	3590	MIS	IE	INT	2
AUDIT DATA ANALYTICS 2409	2409	ACC	OE	INT	2
ROBOTIC PROCESS AUTOMATION (RPA) FOR BUSINESS 2698	2698	ACC	OE	EXT	2
TESLA THE DISRUPTOR 2697	2697	ACC	OE	EXT	2
CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL 1763	1763	ACC	OE	EXT	2
FUNDAMENTALS OF FIRM VALUATION 1765	1765	ACC	OE	INT	2
SOCIAL INNOVATION AND ENTREPRENEURSHIP 1207	1207	ENT	OE	EXT	2
AUDITING OF INVESTMENT FIRMS 1775	1775	FIN	OE	INT	2
BLOCKCHAIN FOR BUSINESS 2089	2089	FIN	OE	INT	2
ALTERNATIVE SOURCES OF FUNDING 1780	1780	FIN	OE	INT	2
FINANCIAL ENGINEERING 1768	1768	FIN	OE	INT	2
FUNDAMENTALS OF BANKING & INSURANCE 1107	1107	FIN	OE	INT	2
WORKING CAPITAL MANAGEMENT 1112	1112	FIN	OE	INT	2
MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	1717	HRM	OE	INT	2
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130	1130	IBE	OE	INT	2
THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412	2412	IBE	OE	INT	2
UNDERSTANDING INDIA FOR BUSINESS 1133	1133	IBE	OE	INT	2
MANAGING INNOVATION IN THE DIGITAL ERA 1157	1157	MIS	OE	INT	2
DIGITAL LEADERSHIP AND INNOVATION 1713	1713	MKT	OE	INT	2
ESSENTIALS IN DIGITAL COMMUNICATION 1707	1707	MKT	OE	INT	2
ESSENTIALS IN INTERNATIONAL MARKETING 1714	1714	MKT	OE	INT	2
INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	1172	MKT	OE	INT	2
DECISION-MAKING FOR MANAGERS 1845	1845	NEG	OE	INT	2
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	1191	NEG	OE	INT	2
NEGOTIATION AND CONTRACT LAW 1187	1187	NEG	OE	EXT	2
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	1740	NEG	OE	INT	2
BUSINESS PROCESS ANALYSIS 1199	1199	OPS	OE	INT	2
CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201	1201	OPS	OE	INT	2
SUSTAINABILITY MANAGEMENT & REPORTING 1092	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

MASTER - Paris Campus

Course Title	Code	Track	Type	Format	ECTS
PERSONAL DATA PROTECTION AND MANAGEMENT 2586	2586	LAW	CC	EXT	2
POSITIVE LEADERSHIP DEVELOPMENT 1652	1651	HRM	CC	EXT	4
GEOPOLITICS & PROSPECTIVES 3302	3302	DEV	CC	EXT	2
SERVICE FAILURE AND RECOVERY IN BUSINESS 3265	3265	NEG	IE	INT	2
SUSTAINABILITY FOR COMPETITIVE ADVANTAGE 2082	2082	ACC	IE	INT	2
COMMODITY MARKET 1774	1774	FIN	IE	INT	2
MARKET RISK MANAGEMENT 2085	2085	FIN	IE	INT	2
CAREER DEVELOPMENT 2090	2090	HRM	IE	INT	2
THE ECONOMICS OF ADVERTISING 2091	2091	IBE	IE	INT	2
ENVIRONMENTAL MARKETING 2075	2075	MKT	IE	INT	2
SPORT MARKETING 2094	2094	MKT	IE	INT	2
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	2095	NEG	IE	INT	2
SALES & BUSINESS MANAGEMENT 2699	2699	NEG	IE	INT	2
SUPPLY CHAIN DEVELOPMENT 2231	2231	OPS	IE	INT	2
ADVANCED STRATEGY & NEW MANAGEMENT THEORIES 2084	2084	STS	IE	INT	2
GAME THEORY FOR BUSINESS STRATEGY 2083	2083	STS	IE	INT	2
MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISIONS TECHNIQUES 2081	2081	ACC	IE	INT	2
NO-CODE (INT) 3590	3590	MIS	IE	INT	2
AUDIT DATA ANALYTICS 2409	2409	ACC	OE	INT	2
ROBOTIC PROCESS AUTOMATION (RPA) FOR BUSINESS 2698	2698	ACC	OE	EXT	2
TESLA THE DISRUPTOR 2697	2697	ACC	OE	EXT	2
CONTEMPORARY ISSUES IN FINANCIAL MANAGEMENT CONTROL 1763	1763	ACC	OE	EXT	2
FUNDAMENTALS OF FIRM VALUATION 1765	1765	ACC	OE	INT	2
SOCIAL INNOVATION AND ENTREPRENEURSHIP 1207	1207	ENT	OE	EXT	2
AUDITING OF INVESTMENT FIRMS 1775	1775	FIN	OE	INT	2
BLOCKCHAIN FOR BUSINESS 2089	2089	FIN	OE	INT	2
ALTERNATIVE SOURCES OF FUNDING 1780	1780	FIN	OE	INT	2
FINANCIAL ENGINEERING 1768	1786	FIN	OE	INT	2
FUNDAMENTALS OF BANKING & INSURANCE 1107	1107	FIN	OE	INT	2
WORKING CAPITAL MANAGEMENT 1112	1112	FIN	OE	INT	2
GLOBAL LABOUR LAW FOR MANAGERS 1126	1126	HRM	OE	INT	2
MANAGING WELL-BEING & WORK-LIFE BALANCE 1717	1717	HRM	OE	INT	2
NEW WORK PRACTISES IN THE DIGITAL AGE 1737	1737	HRM	OE	INT	2
PRODUCTIVITY & BUSINESS PERFORMANCE ANALYSIS 1747	1747	IBE	OE	INT	2
STRATEGY FOR INTERNATIONAL BUSINESS DEVELOPMENT 1130	1130	IBE	OE	INT	2
THE ECONOMICS OF ARTIFICIAL INTELLIGENCE 2412	2412	IBE	OE	INT	2
UNDERSTANDING INDIA FOR BUSINESS 1133	1133	IBE	OE	INT	2
ESSENTIALS IN DIGITAL COMMUNICATION 1707	1707	MKT	OE	INT	2
ESSENTIALS IN INTERNATIONAL MARKETING 1714	1714	MKT	OE	INT	2
INTERNATIONAL MARKETING IN EMERGING MARKETS 1172	1172	MKT	OE	INT	2
DECISION-MAKING FOR MANAGERS 1845	1845	NEG	OE	INT	2
ESSENTIALS OF PRACTICAL NEGOTIATION SKILLS 1191	1191	NEG	OE	INT	2
NEGOTIATION AND CONTRACT LAW 1187	1187	NEG	OE	EXT	2
RELATIONSHIP MANAGEMENT IN EMERGING MARKETS 1740	1740	NEG	OE	INT	2
BUSINESS PROCESS ANALYSIS 1199	1199	OPS	OE	INT	2
CLOSED-LOOP SUPPLY CHAINS & REVERSE LOGISTICS 1201	1201	OPS	OE	INT	2
SUSTAINABILITY MANAGEMENT & REPORTING 1092	1092	STS	OE	INT	2
DIGITAL LEADERSHIP AND INNOVATION 1713	1713	MKT	OE	INT	2

MASTER LEVEL

DEPARTMENT	TRACK	MASTER - MAJORS	MAJOR CODE
MARKETING & SALES	MKT	Marketing Management	MKTM
		Digital Marketing	MKTD
NEGOTIATION	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	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