



# LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

**FALL 2025**

19/05/2025

**MASTER - LILLE**



EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

# FALL 2025

## 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).

Incoming exchange students at bachelor level will choose courses from the 6<sup>th</sup> 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.

### 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 6<sup>th</sup> 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 our list.
- Master level courses
  - The Master cycle of the PGE is a Master in Management, with 7 majors.
  - Incoming exchange students have access to the same Core Courses and Major Core Courses as IÉSEG students.
  - Incoming Master exchange students will be required to choose between 2 options:
    - Option 1 : Compulsory core Courses (CC)+ Major Core courses (MCC) depending on the chosen track
    - Option 2: Compulsory core Courses (CC) + International Electives (IE)
  - 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

TRACK NAME	TRACK
Audit, Control, Accounting	ACC
CSR and Sustainability	CSRS
Personal Development / People Competencies	DEV
Economics	ECO
Entrepreneurship	ENT
Finance	FIN
General Management & Strategy Consulting	GMSC
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

### 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):

DEPARTMENT	TRACK	MASTER - MAJORS	MAJOR CODE
MARKETING & SALES	MKT	Marketing	MKT
NEGOTIATION	NEG	International Negotiation and Sales	NEG
INNOVATION, ENTREPRENEURSHIP and INFORMATION SYSTEMS	ENT	Innovation & Entrepreneurship	IENT
OPERATIONS MANAGEMENT	OPS	Operations & Supply Chain Management	OPS
FINANCE	FIN	Finance	FIN
ACCOUNTING	ACC	Financial Management and Control	ACC
PEOPLE, ORGANIZATIONS AND NEGOTIATION	HRM	General Management & Strategic Consulting	GMSC

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.

**MASTER - Lille Campus**

Course Title	Code	Track	Type	Format	ECTS
PERSONAL DATA PROTECTION & MANAGEMENT 3774	3774	LAW	CC	EXT	2
DATA VISUALIZATION 3773	3773	MIS	CC	EXT	2
ENVIRONMENTAL MANAGEMENT 4050	4050	STS	CC	EXT	3
STRATEGIC CHANGE MANAGEMENT 4051	4051	STS	CC	EXT	3
ENVIRONMENTAL ECONOMICS & CLIMATE CHANGE (INT) 3883	3883	ECO	IE	INT	2
BUSINESS MODEL DEVELOPMENT IN NEW VENTURES 3781	3781	ENT	IE	INT	2
CORPORATE INVESTMENTS 2072	2072	FIN	IE	INT	2
SUSTAINABLE FINANCE (INT) 3788	3788	FIN	IE	INT	2
STRUCTURES & ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS 2074	2074	HRM	IE	INT	2
STORY LISTENING FOR LEADERS 1952	1952	ITC	IE	INT	2
DIGITAL TRANSFORMATION AND IT CHANGE 1154	1154	MIS	IE	INT	2
E-NEGOTIATION FOR BUSINESS DEVELOPMENT 3783	3783	MKT	IE	INT	2
SPORT MARKETING 1171	1171	MKT	IE	INT	2
NEGOTIATION SKILLS & WORKPLACE CONFLICT 3786	3786	NEG	IE	INT	2
SALES AND OPERATIONS PLANNING (S&OP) 2079	2079	OPS	IE	INT	2
ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD 1094	1094	STS	IE	INT	2
SUSTAINABLE VALUE: FRAMEWORKS, STRATEGY & PERFORMANCE 3789 (ONLINE ASYNCHRONOUS COURSE)	3789	STS	IE	EXT	2
DERIVATIVES & REAL OPTIONS 3675	3675	FIN	MCC	EXT	3
FIRM VALUATION 3672	3672	FIN	MCC	EXT	3
LONG TERM FINANCING AND DEBT SECURITIES 3674	3674	FIN	MCC	EXT	3
PORTFOLIO MANAGEMENT 3677	3677	FIN	MCC	EXT	3
RISK MANAGEMENT 3676	3676	FIN	MCC	EXT	3
SUSTAINABLE CORPORATE FINANCE 3673	3673	FIN	MCC	EXT	3
ACCOUNTING AND REGULATIONS 3660	3660	FMC	MCC	EXT	3
BUSINESS CYCLES & LEGISLATION 3662	3662	FMC	MCC	EXT	3
CONSOLIDATION 3661	3661	FMC	MCC	EXT	3
FINANCIAL STATEMENT ANALYSIS 3664	3664	FMC	MCC	EXT	3
RISK MANAGEMENT & FRAUD 3665	3665	FMC	MCC	EXT	3
STRATEGIC MANAGEMENT 3663	3663	FMC	MCC	EXT	3
ADVANCED CORPORATE STRATEGY 3696	3696	GMSC	MCC	EXT	3
CONSULTING SKILLS 3703	3703	GMSC	MCC	EXT	3
HISTORICAL PERSPECTIVES ON MANAGEMENT 3697	3697	GMSC	MCC	EXT	3
SUSTAINABILITY CONSULTING 3699	3699	GMSC	MCC	EXT	3
THE CONSULTING PROCESS 3700	3700	GMSC	MCC	EXT	3
TRANSFORMATIONAL HRM 3701	3701	GMSC	MCC	EXT	3
FINANCING ENTREPRENEURIAL VENTURES 3709	3709	IENT	MCC	EXT	3
FOUNDATIONS OF ENTREPRENEURSHIP 3710	3710	IENT	MCC	EXT	3
INNOVATION & CORPORATE ENTREPRENEURSHIP 3711	3711	IENT	MCC	EXT	3
LEADERSHIP FOR DESIGN THINKING 3712	3712	IENT	MCC	EXT	3
MASTERING AI FOR STRATEGIC BUSINESS SUCCESS 3708	3708	IENT	MCC	EXT	3
THE ENTREPRENEURIAL EXPERIENCE I 3713	3713	IENT	MCC	EXT	3
CONSUMER BEHAVIOR 3720	3720	MKT	MCC	EXT	3
DATA INSIGHTS 3721	3721	MKT	MCC	EXT	3
DIGITAL MARKETING FUNDAMENTALS 3723	3723	MKT	MCC	EXT	3
INTERNATIONAL MARKETING FUNDAMENTALS 3724	3724	MKT	MCC	EXT	3
MARKETING STRATEGY 3722	3722	MKT	MCC	EXT	3
SALES MANAGEMENT 3725	3725	MKT	MCC	EXT	3
APPLIED CONFLICT MANAGEMENT AND DISPUTE RESOLUTION 3744	3744	NEG	MCC	EXT	3
BUSINESS RELATIONSHIPS AND MULTIPARTY NEGOTIATION 3745	3745	NEG	MCC	EXT	3
CULTURE AND NEGOTIATION STRATEGIES 3746	3746	NEG	MCC	EXT	3
DECISION GAMES AND NEGOTIATION 3747	3747	NEG	MCC	EXT	3
DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 3751	3751	NEG	MCC	EXT	3
PRACTICAL NEGOTIATION SKILLS 3749	3749	NEG	MCC	EXT	3
BUSINESS PROCESS FLOWS 3760	3760	OPS	MCC	EXT	3
DECISION MODELLING AND ANALYSIS 3758	3758	OPS	MCC	EXT	3
INVENTORY MANAGEMENT 3757	3757	OPS	MCC	EXT	3
PROJECT PLANNING 3759	3759	OPS	MCC	EXT	3
SUPPLY CHAIN MANAGEMENT 3756	3756	OPS	MCC	EXT	3
TOTAL QUALITY MANAGEMENT 3761	3761	OPS	MCC	EXT	3

## ***French language courses - Lille campus***

Course Title	Code	Campus	Type	Format	Track	Language	ECTS
FRANCAIS LANGUE ETRANGERE (LEVEL 1) 3453	3453	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (LEVEL 2) 3454	3454	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (LEVEL 3) 3455	3455	L	OC	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (LEVEL 4) 3456	3456	L	OC	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521 (LEVEL 1 OR 2 ONLY)	0521	L	OC	EXT	LAN_FRE	FRE	1
ATELIER INTERCULTUREL DE CONVERSATION 3318 (LEVEL 3 OR 4 ONLY)	3318	L	OC	EXT	LAN_FRE	FRE	1
PREPARATION AU DELF B1 ET B2 0520 (LEVEL 3 OR 4 ONLY)	0520	L	OC	EXT	LAN_FRE	FRE	1

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 and Level 4 students only.

The course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 3 and Level 4 students only.