LIST OF COURSE FOR INCOMING CHANGE STUDE

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: <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).

Incoming exchange students at bachelor level will choose courses from the 6th semester of <u>our Bachelor</u> 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.

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 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:

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

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

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

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THE ENTREPRENEURIAL EXPERIENCE I 3713IENTMCCEXT3CONSUMER BEHAVIOR 3720MKTMCCEXT3DATA INSIGHTS 3721MKTMCCEXT3DIGITAL MARKETING FUNDAMENTALS 3723MKTMCCEXT3INTERNATIONAL MARKETING FUNDAMENTALS 37243722MKTMCCEXT3INTERNATIONAL MARKETING FUNDAMENTALS 37243722MKTMCCEXT3MARKETING STRATEGY 3722MKTMCCEXT33APPLIED CONFLICT MANAGEMENT AND DISPUTE RESOLUTION 37443744MEGMCCEXT3BUSINESS RELATIONSHIPS AND MULTIPARTY NEGOTIATION 37453745NEGMCCEXT3CULTURE AND NEGOTIATION STRATEGIES 37463744NEGMCCEXT3DIPLOMATIC NEGOTIATION 37473745NEGMCCEXT3DIPLOMATIC NEGOTIATION 37473749NEGMCCEXT3DIPLOMATIC NEGOTIATION 37453749NEGMCCEXT3DIPLOMATIC NEGOTIATION 37473749NEGMCCEXT3DIPLOMATIC NEGOTIATION SAND SUSTAINABLE DEVELOPMENT 37513759NEGMCCEXT3DISINESS PROCESS FLOWS 37603769MCCEXT33DECISION MODELLING AND ANALYSIS 37583759MCCEXT3INVENTORY MANAGEMENT 37573759MCCEXT33SUPPLY CHAIN MANAGEMENT 37563756OPSMCCEXT3		3708	IENT	мсс	EXT	3
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APPLIED CONFLICT MANAGEMENT AND DISPUTE RESOLUTION 37443744NEGMCCEXT3BUSINESS RELATIONSHIPS AND MULTIPARTY NEGOTIATION 37453745NEGMCCEXT3CULTURE AND NEGOTIATION STRATEGIES 37463746NEGMCCEXT3DECISION GAMES AND NEGOTIATION 37473747NEGMCCEXT3DIPLOMATIC NEGOTIATION SAND SUSTAINABLE DEVELOPMENT 37513751NEGMCCEXT3BUSINESS PROCESS FLOWS 37603760OPSMCCEXT3DECISION MODELLING AND ANALYSIS 37583755OPSMCCEXT3INVENTORY MANAGEMENT 37573759OPSMCCEXT3SUPPLY CHAIN MANAGEMENT 37563756OPSMCCEXT3	SALES MANAGEMENT 3725	3725	МКТ	мсс	EXT	3
CULTURE AND NEGOTIATION STRATEGIES 37463746NEGMCCEXT3DECISION GAMES AND NEGOTIATION 37473747NEGMCCEXT3DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 37513751NEGMCCEXT3PRACTICAL NEGOTIATION SKILLS 3749NEGMCCEXT3BUSINESS PROCESS FLOWS 37603760OPSMCCEXT3DECISION MODELLING AND ANALYSIS 37583758OPSMCCEXT3INVENTORY MANAGEMENT 37573759OPSMCCEXT3SUPPLY CHAIN MANAGEMENT 37563756OPSMCCEXT3	APPLIED CONFLICT MANAGEMENT AND DISPUTE RESOLUTION 3744	3744	NEG	MCC	EXT	3
DECISION GAMES AND NEGOTIATION 3747NEGMCCEXT3DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 37513751NEGMCCEXT3PRACTICAL NEGOTIATION SKILLS 37493749NEGMCCEXT3BUSINESS PROCESS FLOWS 37603760OPSMCCEXT3DECISION MODELLING AND ANALYSIS 37583758OPSMCCEXT3INVENTORY MANAGEMENT 37573759OPSMCCEXT3SUPPLY CHAIN MANAGEMENT 37563756OPSMCCEXT3	BUSINESS RELATIONSHIPS AND MULTIPARTY NEGOTIATION 3745	3745	NEG	мсс	EXT	
DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 37513751NEGMCCEXT3PRACTICAL NEGOTIATION SKILLS 37493749NEGMCCEXT3BUSINESS PROCESS FLOWS 37603760OPSMCCEXT3DECISION MODELLING AND ANALYSIS 37583758OPSMCCEXT3INVENTORY MANAGEMENT 3757OPSMCCEXT3PROJECT PLANNING 37593759OPSMCCEXT3SUPPLY CHAIN MANAGEMENT 37563756OPSMCCEXT3	CULTURE AND NEGOTIATION STRATEGIES 3746	3746	NEG	мсс	EXT	3
DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 37513751NEGMCCEXT3PRACTICAL NEGOTIATION SKILLS 37493749NEGMCCEXT3BUSINESS PROCESS FLOWS 37603760OPSMCCEXT3DECISION MODELING AND ANALYSIS 37583758OPSMCCEXT3INVENTORY MANAGEMENT 3757OPSMCCEXT3PROJECT PLANNING 3759OPSMCCEXT3SUPPLY CHAIN MANAGEMENT 3756OPSMCCEXT3	DECISION GAMES AND NEGOTIATION 3747	3747	NEG	мсс	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	DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 3751	3751	NEG	MCC	EXT	3
DECISION MODELLING AND ANALYSIS 3758 3758 OPS MCC EXT 3 INVENTORY MANAGEMENT 3757 OPS MCC EXT 3 PROJECT PLANNING 3759 OPS MCC EXT 3 SUPPLY CHAIN MANAGEMENT 3756 OPS MCC EXT 3	PRACTICAL NEGOTIATION SKILLS 3749	3749	NEG	MCC	EXT	3
INVENTORY MANAGEMENT 3757 OPS MCC EXT 3 PROJECT PLANNING 3759 3759 OPS MCC EXT 3 SUPPLY CHAIN MANAGEMENT 3756 3756 OPS MCC EXT 3	BUSINESS PROCESS FLOWS 3760	3760	OPS	MCC	EXT	3
PROJECT PLANNING 3759 OPS MCC EXT 3 SUPPLY CHAIN MANAGEMENT 3756 OPS MCC EXT 3	DECISION MODELLING AND ANALYSIS 3758	3758	OPS	MCC	EXT	3
SUPPLY CHAIN MANAGEMENT 3756 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
		3761	OPS	MCC	EXT	3

French language courses - Lille campus

Course Title	Code	Campus	Туре	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	ос	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (LEVEL 3) 3455	3455	L	ос	EXT	LAN_FRE	FRE	2
FRANCAIS LANGUE ETRANGERE (LEVEL 4) 3456	3456	L	ос	EXT	LAN_FRE	FRE	2
BIEN PRONONCER LE FRANCAIS 0521 (LEVEL 1 OR 2 ONLY)	0521	L	ос	EXT	LAN_FRE	FRE	1
ATELIER INTERCULTUREL DE CONVERSATION 3318 (LEVEL 3 OR 4 ONLY)	3318	L	ос	EXT	LAN_FRE	FRE	1
PREPARATION AU DELF B1 ET B2 0520 (LEVEL 3 OR 4 ONLY)	0520	L	ос	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.