



LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

FALL 2025

20/05/2025

MASTER - PARIS



IESEG
SCHOOL OF MANAGEMENT

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).

In Fall 2020, we launched our [redesigned Grande Ecole Program](#) (PGE), and we implemented 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.

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 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 and Level 4 students only.
 - The FLE elective course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 3 and 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	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 & Strategy 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 - Paris Campus

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

French language courses - Lille & Paris

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

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