



LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2026
MASTER – PARIS

15/10/2025



EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

SPRING 2026

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 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 and 11 specializations.
 - Incoming exchange students have access to the same Core Courses and Specialization Core Courses as IÉSEG students.
 - Incoming Master exchange students will be required to choose between 2 options:
 - Option 1 : Compulsory core Courses (CC)+ Compulsory courses (SCC) depending on the chosen specialization
 - 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 (Level 4 upon request).
 - The FLE elective course PRÉPARATION AU DELF B1 ET B2 (0520) is available to Level 4 (Level 3 upon request).
 - 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 starts to get 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 (Page 1)

Course	Type	Format	Track	ECTS
PERSONAL DATA PROTECTION & MANAGEMENT 3774	CC	EXT	LAW	2
DATA VISUALIZATION 3773	CC	EXT	MIS	2
NO-CODE & GENERATIVE AI 3770	CC	EXT	MIS	2
CAREER PROGRAM MASTER PGE 3772	CC	INT	PRO	2
BUSINESS GAME MASTER PGE 3771	CC	INT	STS	2
ADVANCED FINANCIAL ENGINEERING 3667	SCC	EXT	ACC	3
CASH MANAGEMENT & FINANCIAL ENGINEERING 3669	SCC	EXT	ACC	3
CURRENT ISSUES IN ACCOUNTING & MANAGEMENT CONTROL 3671	SCC	EXT	ACC	3
ERP 3666	SCC	EXT	ACC	3
FIRM VALUATION 3668	SCC	EXT	ACC	3
SUSTAINABLE ACCOUNTING, REPORTING & ETHICS 3670	SCC	EXT	ACC	3
ADVANCED BUSINESS LAW 3714	SCC	EXT	ENT	3
CONSULTING ENTREPRENEURIAL SOCIAL - CREENSO 3715	SCC	EXT	ENT	3
ENTREPRENEURIAL SELLING 3716	SCC	EXT	ENT	3
INCLUSIVE ENTREPRENEURSHIP 3717	SCC	EXT	ENT	3
INTELLECTUAL PROPERTY & OPENNESS: USING LEGAL TOOLS TO ENHANCE INNOVATION, CREATIVITY & RELATED INVESTMENTS 3718	SCC	EXT	ENT	3
THE ENTREPRENEURIAL EXPERIENCE II 3719	SCC	EXT	ENT	3
ADVANCED CORPORATE FINANCE 3684	SCC	EXT	FIN	3
ADVANCED FINANCIAL STATEMENT ANALYSIS 3685	SCC	EXT	FIN	3
ADVANCED RISK MANAGEMENT 3679	SCC	EXT	FIN	3
ALTERNATIVE INVESTMENTS 3680	SCC	EXT	FIN	3
COMPUTER-BASED PROBLEM SOLVING IN ARM 3682	SCC	EXT	FIN	3
COMPUTER-BASED PROBLEM SOLVING IN CIB 3695	SCC	EXT	FIN	3
COMPUTER-BASED PROBLEM SOLVING IN CORPORATE FINANCE 3689	SCC	EXT	FIN	3
CORPORATE GOVERNANCE 3688	SCC	EXT	FIN	3
ENTREPRENEURIAL FINANCE 3687	SCC	EXT	FIN	3
FINANCIAL ENGINEERING 3681	SCC	EXT	FIN	3
FINANCIAL INTERMEDIARIES 3691	SCC	EXT	FIN	3
MACRO-ECONOMIC ENVIRONMENT & MONETARY POLICY 3690	SCC	EXT	FIN	3
M&AS AND CORPORATE RESTRUCTURING 3694	SCC	EXT	FIN	3
MULTI-ASSET PORTFOLIO MANAGEMENT 3678	SCC	EXT	FIN	3
MULTINATIONAL FINANCIAL MANAGEMENT 3686	SCC	EXT	FIN	3
REGULATION AND COMPLIANCE 3693	SCC	EXT	FIN	3
REPORTING FOR BANKS 3692	SCC	EXT	FIN	3
TRADING & EXCHANGES 3683	SCC	EXT	FIN	3
BUSINESS DEVELOPMENT IN B2B SALES 3738	SCC	EXT	MKT	3
CROSS-CULTURAL MARKETING 3732	SCC	EXT	MKT	3
DIGITAL BRANDING 3726	SCC	EXT	MKT	3
DIGITAL COMMUNICATION 3727	SCC	EXT	MKT	3
DIGITAL CONTENT 3728	SCC	EXT	MKT	3
DIGITAL DESIGN & OPTIMIZATION 3729	SCC	EXT	MKT	3
E-COMMERCE 3730	SCC	EXT	MKT	3
INTERNAL CUSTOMER MANAGEMENT 3739	SCC	EXT	MKT	3

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 (page 2)

Course	Type	Format	Track	ECTS
INTERNATIONAL BRAND MANAGEMENT 3733	SCC	EXT	MKT	3
INTERNATIONAL MARKETING COMMUNICATION 3734	SCC	EXT	MKT	3
INTERNATIONAL MARKETING FOR SUSTAINABILITY 3735	SCC	EXT	MKT	3
INTERNATIONAL RETAIL & OMNICHANNEL 3736	SCC	EXT	MKT	3
KEY ACCOUNT MANAGEMENT 3740	SCC	EXT	MKT	3
PLATFORM STRATEGY 3731	SCC	EXT	MKT	3
PRODUCT INNOVATION FOR INTERNATIONAL MARKETS 3737	SCC	EXT	MKT	3
PROFESSIONAL SELLING & INTERNATIONAL RELATIONS MANAGEMENT 3741	SCC	EXT	MKT	3
PURCHASING STRATEGY 3742	SCC	EXT	MKT	3
SERVICE MANAGEMENT 3743	SCC	EXT	MKT	3
NEGOTIATIONS & SALES STRATEGIES 4096	SCC	EXT	NEG	3
CONTRACT LAW AND NEGOTIATION 3750	SCC	EXT	NEG	3
LABOR NEGOTIATION 3752	SCC	EXT	NEG	3
NEGOTIATIONS IN M&A 3753	SCC	EXT	NEG	3
VALUE-BASED NEGOTIATION 3755	SCC	EXT	NEG	3
INTERNATIONAL SALES IN B2C 3748	SCC	EXT	NEG	3
AGILE PROJECT MANAGEMENT 3767	SCC	EXT	OPS	3
DECISION MAKING UNDER UNCERTAINTY 3763	SCC	EXT	OPS	3
ENTERPRISE RESOURCE PLANNING WITH SAP 3766	SCC	EXT	OPS	3
LEAN SIX SIGMA GREEN BELT CERTIFICATION 3768	SCC	EXT	OPS	3
PRODUCTION PLANNING AND CONTROL 3765	SCC	EXT	OPS	3
SUPPLY CHAIN OPERATIONS 3762	SCC	EXT	OPS	3
SUSTAINABLE OPERATIONS 3764	SCC	EXT	OPS	3
STRATEGIC PROCUREMENT 4299	SCC	EXT	OPS	3
M&A STRATEGY 4095	SCC	EXT	STS	3
CONTRACT MANAGEMENT 3704	SCC	EXT	STS	3
FINANCE FOR CONSULTING 3705	SCC	EXT	STS	3
INTERNATIONAL BUSINESS DEVELOPMENT 3702	SCC	EXT	STS	3
IS PROJECT MANAGEMENT 3706	SCC	EXT	STS	3
WRITING AN EFFECTIVE BUSINESS CASE 3707	SCC	EXT	STS	3
GEOPOLITICS OF BUSINESS 3785	IE	INT	ECO	2
BUSINESS MODEL DEVELOPMENT IN NEW VENTURES 3781	IE	INT	ENT	2
BANKING & FINANCIAL INTERMEDIARIES 3780	IE	INT	FIN	2
ALTERNATIVE INVESTMENTS (INT) 3778	IE	INT	FIN	2
CAREER DEVELOPMENT 2090	IE	INT	HRM	2
HUMAN RESOURCES AT GROUND LEVEL: MANAGING EMPLOYEE RELATIONS & WORKPLACE CHALLENGES 4073	IE	INT	HRM	2
STORY TELLING FOR LEADERS 1947	IE	INT	ITC	2
NO-CODE (INT) 3590	IE	INT	MIS	2
DIGITAL TRANSFORMATION AND IT CHANGE 1154	IE	INT	MIS	2
SUSTAINABILITY AND INFORMATION SYSTEMS 3784	IE	INT	MIS	2
SERVICE INNOVATION AND CUSTOMER SUCCESS 3787	IE	INT	MKT	2
INTERNATIONAL CONFLICT MANAGEMENT AND PEACE BUILDING 2095	IE	INT	NEG	2
SUPPLY CHAIN DEVELOPMENT 2231	IE	INT	OPS	2
B CORP CERTIFICATION: TOWARD SUSTAINABLE TRANSFORMATION 3779	IE	INT	STS	2
CLIMATE LAB 3782	IE	INT	STS	2
GAME THEORY 3964	IE	INT	STS	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)*	0520	P	EXT	LAN_FRE	FRE	1
ATELIER INTERCULTUREL DE CONVERSATION 3318 (LEVEL 3)*	3318	P	EXT	LAN_FRE	FRE	1

French Language Courses (FLE) are available to all Incoming exchange students, 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 (Level 4 upon request)*.

The course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 4 (Level 3 upon request)*.