



LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2027

18/09/2026

BACHELOR - LILLE



EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

SPRING 2027

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 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 Specialized Core Courses as IÉSEG students.
 - Incoming Master exchange students will be required to choose between 2 options:
 - Option 1 : Compulsory core Courses (CC)+ Specialized Core courses (SCC) 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 are 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 4 students only.
 - The FLE elective course PRÉPARATION AU DELF B1 ET B2 0520 is available to Level 3 and 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 Resources 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.

BACHELOR - Lille Campus

Course Title	Code	Track	Type	Format	Year	ECTS
CORPORATE FINANCIAL REPORTING & BUSINESS ENVIRONMENTS 2794	2794	ACC	OE	EXT	S6	6
EXPLORING THE AUDIT PROFESSION 2786	2786	ACC	OE	INT	S6	2
INTERNATIONAL FINANCIAL REPORTING 2770	2770	ACC	CC	EXT	S6	3
MANAGEMENT CONTROL MISSION 2723	2723	ACC	OE	EXT	S6	2
ART, LUXURY AND TRADE 2756	2756	DEV	OE	INT	S6	2
GEOGRAPHY AND CLIMATE CHANGE: EVOLUTION AND PERSPECTIVES 2783	2783	DEV	OE	INT	S6	2
MINDFULNESS & MANAGEMENT 4045	4045	DEV	OE	INT	S6	2
GEOPOLITICS OF BUSINESS 2781	2781	ECO	OE	EXT	S6	2
GLOBAL BUSINESS ENVIRONMENT 2780	2780	ECO	OE	EXT	S6	6
UNDERSTANDING INCOME INEQUALITY IN THE 21ST CENTURY 2753	2753	ECO	OE	INT	S6	2
ENTREPRENEURIAL DECISION MAKING 2788	2788	ENT	OE	INT	S6	2
STRATEGY AND ORGANIZATION OF INNOVATION 2742	2742	ENT	OE	EXT	S6	6
FAMILY BUSINESS 3953	3953	ENT	OE	INT	S6	2
STRATEGIC GOVERNANCE OF STARTUPS AND SMEs : OPTIMIZATION THROUGH EXTERNAL ADVI	4064	ENT	OE	INT	S6	2
BANKING, INSURANCE AND REGULATION 2757	2757	FIN	OE	EXT	S6	6
DATA ANALYTICS AND VISUALIZATION FOR FINANCE 2793	2793	FIN	OE	EXT	S6	6
ETHICS IN FINANCE 3649	3649	FIN	OE	EXT	S6	2
INTERNATIONAL FINANCE 2771	2771	FIN	CC	EXT	S6	3
ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING FOR FINANCE 2720	2720	FIN	OE	INT	S6	2
MONEY AND CAPITAL MARKETS 2727	2727	FIN	OE	INT	S6	2
PRIVATE EQUITY 3799	3799	FIN	OE	INT	S6	2
SUSTAINABLE FINANCIAL PERFORMANCE 3800	3800	FIN	OE	INT	S6	2
WEALTH MANAGEMENT 3797	3797	FIN	OE	INT	S6	2
CONFLICT MANAGEMENT IN ORGANIZATIONS 2763	2763	HRM	OE	INT	S6	2
INTERNATIONAL HRM 2769	2769	HRM	CC	EXT	S6	3
MANAGEMENT OF STRESS 2724	2724	HRM	OE	EXT	S6	2
MANAGING LEARNING AND DEVELOPMENT IN ORGANIZATIONS 2725	2725	HRM	OE	EXT	S6	6
ESSENTIAL HR TOOLS FOR FUTURE MANAGERS 0338	0338	HRM	OE	INT	S6	2
NAVIGATING REMOTE WORK AND CONTINGENT WORK 2728	2728	HRM	OE	INT	S6	2
AMERICAN CULTURE AND CIVILIZATION 1533	1533	ITC	OE	EXT	S6	2
RESILIENT LEADERSHIP IN INTERCULTURAL CONTEXTS 2740	2740	ITC	OE	EXT	S6	2
WHY CULTURE MATTERS 2792	2792	ITC	OE	INT	S6	2
WORKING EFFECTIVELY IN INTERCULTURAL TEAMS 2784	2784	ITC	OE	INT	S6	2
RHETORIC AND DEBATE 2750	2750	LAN_ENG	OE	INT	S6	2
ARGUE LIKE A LAWYER AND OTHER LEGAL SKILLS FOR BUSINESS PEOPLE 2747	2747	LAW	OE	EXT	S6	2
INTERNATIONAL BUSINESS LAW 2773	2773	LAW	CC	EXT	S6	3
DATA ANALYTICS FOR BUSINESS 3316 (ONLINE ASYNCHRONOUS COURSE)	3316	MIS	OE	EXT	S6	2
INTRODUCTION TO DATA SCIENCE 2325 (ONLINE COURSE WITH LE WAGON)	2325	MIS	OE	EXT	S6	1
DIGITAL TRANSFORMATION: DIGITAL DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES 0570	0570	MIS	OE	INT	S6	2
TECHNOLOGY AND STRATEGY 2745	2745	MIS	OE	INT	S6	2
PRODUCTION INNOVATION 4607	4607	MKT	OE	EXT	S6	2
STATISTICS APPLIED TO MARKETING 2754	2754	MKT	OE	EXT	S6	6
CONSUMER BEHAVIOR: NEW TRENDS 2765	2765	MKT	OE	INT	S6	2
CRM AND INTERNATIONAL CUSTOMER EXCELLENCE 2560	2560	MKT	OE	EXT	S6	2
INFLUENT AND COMMUNITY MARKETING 3801	3801	MKT	OE	INT	S6	2
CROSS CULTURAL MARKETING 3160	3160	MKT	OE	INT	S6	2
CUSTOMER EXPERIENCE MANAGEMENT 4047	4047	MKT	OE	INT	S6	2
GLOBAL BRAND MANAGEMENT 0668	0668	MKT	CC	INT	S6	2
IMPORT-EXPORT: SELLING AND NEGOTIATING 2777	2777	MKT	OE	INT	S6	2
INTERNATIONAL PURCHASING AND SUPPLY MANAGEMENT 2768	2768	MKT	OE	INT	S6	2
LUXURY MARKETING 4046	4046	MKT	OE	INT	S6	2
MOBILE MARKETING 0670	0670	MKT	OE	INT	S6	2
PRICE MANAGEMENT 4167	4167	MKT	OE	INT	S6	2
NUDGE MARKETING 00671	671	MKT	OE	INT	S6	2
PRODUCT MANAGEMENT 2737	2737	MKT	OE	INT	S6	2
SALES OPTIMIZATION 2741	2741	MKT	OE	INT	S6	2
SOCIAL MEDIA MARKETING 2240	2240	MKT	OE	INT	S6	2
THE INTERNATIONAL PURCHASER 0813	0813	MKT	OE	INT	S6	2

GEOPOLITICS 2782	2782	NEG	OE	INT	S6	2
PSYCHOLOGY OF THE NEGOTIATOR 2755	2755	NEG	OE	INT	S6	2
COMMAND & CARE: PEOPLE MANAGEMENT IN OPERATIONS 3803	3803	OPS	OE	INT	S6	2
DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA 0874	0874	OPS	OE	INT	S6	2
DIGITAL OPERATIONS MANAGEMENT 2791	2791	OPS	OE	INT	S6	2
INTERNATIONAL SUPPLY CHAIN MANAGEMENT AND LOGISTICS 2767	2767	OPS	CC	EXT	S6	3
GLOBAL SUSTAINABILITY & OPERATIONS MANAGEMENT 3161	3161	OPS	OE	INT	S6	2
MIGRATION STUDIES 2726	2726	QMS	OE	INT	S6	2
INTERNATIONAL BUSINESS STRATEGIES 2772	2772	STS	CC	EXT	S6	3
SUSTAINABILITY FROM FILMS TO FIRMS 2790	2790	STS	OE	INT	S6	2
RESPONSIBLE LEADERSHIP 2361	2361	STS	OE	INT	S6	2
POST-GROWTH AND DEGROWTH: INNOVATIVE PATHWAYS TO SUSTAINABLE SOCIETIES 4438	4438	STS	OE	INT	S6	2

NOTICE:

Why Culture Matters 2792 is a prerequisite course for **Working Effectively in Multicultural Teams 2784**.

2784 CANNOT be taken without taking **2792**.

French language courses - Lille campus

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

French Language Courses are available to all Incoming exchange students (Year = IN), Bachelor and Master and are not mandatory.

Registered students will receive details for an online language test, which will be used to enroll them in FLE courses.

Course codes 3209 (French language course only) or Course code 3951 (French language course + French elective) are to be used for online registration purposes while placement test results are being processed.

Once students' French levels have been evaluated, they will be enrolled in the appropriate course codes.

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.