



# LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

**SPRING 2027**

22/09/2026

**BACHELOR - PARIS**



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 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 max (or 32 ECTS with a French language course included).
- 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 (S1) or 10 specializations (S2).
  - 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)+ Specialized Core 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 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.

| Course Title                                                                   | Code | Campus | Format | Track   | Language | ECTS |
|--------------------------------------------------------------------------------|------|--------|--------|---------|----------|------|
| FRANCAIS LANGUE ETRANGERE (LEVEL 1) 3457                                       | 3457 | P      | EXT    | LAN_FRE | FRE      | 2    |
| FRANCAIS LANGUE ETRANGERE (LEVEL 2) 3458                                       | 3458 | P      | EXT    | LAN_FRE | FRE      | 2    |
| FRANCAIS LANGUE ETRANGERE (LEVEL 3) 3459                                       | 3459 | P      | EXT    | LAN_FRE | FRE      | 2    |
| FRANCAIS LANGUE ETRANGERE (LEVEL 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. Upon request for LEVEL 3)          | 0520 | P      | EXT    | LAN_FRE | FRE      | 1    |
| ATELIER INTERCULTUREL DE CONVERSATION 3318 (LEVEL 3. Upon request for LEVEL 4) | 3318 | P      | EXT    | LAN_FRE | FRE      | 1    |

- **“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      |
| Professional Project                       | PRO      |

### 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 courses

| Course title                                                                          | Track   | Format | ECTS |
|---------------------------------------------------------------------------------------|---------|--------|------|
| CORPORATE FINANCIAL REPORTING & BUSINESS ENVIRONMENTS 2794                            | ACC     | EXT    | 6    |
| GLOBAL BUSINESS ENVIRONMENT 2780                                                      | ECO     | EXT    | 6    |
| STRATEGY AND ORGANIZATION OF INNOVATION 2742                                          | ENT     | EXT    | 6    |
| BANKING, INSURANCE AND REGULATION 2757                                                | FIN     | EXT    | 6    |
| MANAGING LEARNING AND DEVELOPMENT IN ORGANIZATIONS 2725                               | HRM     | EXT    | 6    |
| STATISTICS APPLIED TO MARKETING 2754                                                  | MKT     | EXT    | 6    |
| NEGOTIATING INTERNATIONAL POLITICAL AGREEMENTS 2729                                   | NEG     | INT    | 4    |
| INTERNATIONAL FINANCIAL REPORTING 2770                                                | ACC     | EXT    | 3    |
| INTERNATIONAL FINANCE 2771                                                            | FIN     | EXT    | 3    |
| INTERNATIONAL HRM 2769                                                                | HRM     | EXT    | 3    |
| INTERNATIONAL BUSINESS LAW 2773                                                       | LAW     | EXT    | 3    |
| INTERNATIONAL SUPPLY CHAIN MANAGEMENT AND LOGISTICS 2767                              | OPS     | EXT    | 3    |
| INTERNATIONAL BUSINESS STRATEGIES 2772                                                | STS     | EXT    | 3    |
| MANAGEMENT CONTROL MISSION 2723                                                       | ACC     | EXT    | 2    |
| GEOPOLITICS OF BUSINESS 2781                                                          | ECO     | EXT    | 2    |
| ETHICS IN FINANCE 3649                                                                | FIN     | EXT    | 2    |
| MANAGEMENT OF STRESS 2724                                                             | HRM     | EXT    | 2    |
| AMERICAN CULTURE AND CIVILIZATION 1533                                                | ITC     | EXT    | 2    |
| RESILIENT LEADERSHIP IN INTERCULTURAL CONTEXTS 2740                                   | ITC     | EXT    | 2    |
| ARGUE LIKE A LAWYER! 2747                                                             | LAW     | EXT    | 2    |
| DATA ANALYTICS FOR BUSINESS 3316                                                      | MIS     | EXT    | 2    |
| CRM AND INTERNATIONAL CUSTOMER EXCELLENCE 2560                                        | MKT     | EXT    | 2    |
| PRODUCT INNOVATION 4607                                                               | MKT     | EXT    | 2    |
| GLOBAL BRAND MANAGEMENT 0668                                                          | MKT     | INT    | 2    |
| EXPLORING THE AUDIT PROFESSION 2786                                                   | ACC     | INT    | 2    |
| STRATEGIC GOVERNANCE OF STARTUPS AND SMEs : OPTIMIZATION THROUGH EXTERNAL ADVICE 4064 | ENT     | INT    | 2    |
| ART, LUXURY AND TRADE 2756                                                            | DEV     | INT    | 2    |
| GEOGRAPHY AND CLIMATE CHANGE: EVOLUTION AND PERSPECTIVES 2783                         | DEV     | INT    | 2    |
| UNDERSTANDING INCOME INEQUALITY IN THE 21ST CENTURY 2753                              | ECO     | INT    | 2    |
| ENTREPRENEURIAL DECISION MAKING 2788                                                  | ENT     | INT    | 2    |
| FAMILY BUSINESS 3953                                                                  | ENT     | INT    | 2    |
| ARTIFICIAL INTELLIGENCE AND MACHINE LEARNING FOR FINANCE 2720                         | FIN     | INT    | 2    |
| MONEY AND CAPITAL MARKETS 2727                                                        | FIN     | INT    | 2    |
| WEALTH MANAGEMENT 3797                                                                | FIN     | INT    | 2    |
| PRIVATE EQUITY 3799                                                                   | FIN     | INT    | 2    |
| SUSTAINABLE FINANCIAL PERFORMANCE 3800                                                | FIN     | INT    | 2    |
| WHEN MONEY MEETS TECH: THE ESSENTIALS OF BANKS & FINTECH 4316                         | FIN     | INT    | 2    |
| ESSENTIAL HR TOOLS FOR FUTURE MANAGERS 0338                                           | HRM     | INT    | 2    |
| NAVIGATING REMOTE WORK AND CONTINGENT WORK 2728                                       | HRM     | INT    | 2    |
| CONFLICT MANAGEMENT IN ORGANIZATIONS 2763                                             | HRM     | INT    | 2    |
| WORKING EFFECTIVELY IN INTERCULTURAL TEAMS 2784                                       | ITC     | INT    | 2    |
| WHY CULTURE MATTERS 2792                                                              | ITC     | INT    | 2    |
| RHETORIC AND DEBATE 2750                                                              | LAN_ENG | INT    | 2    |
| DIGITAL TRANSFORMATION 0570                                                           | MIS     | INT    | 2    |
| TECHNOLOGY AND STRATEGY 2745                                                          | MIS     | INT    | 2    |
| MOBILE MARKETING 0670                                                                 | MKT     | INT    | 2    |
| THE INTERNATIONAL PURCHASER 0813                                                      | MKT     | INT    | 2    |
| SOCIAL MEDIA MARKETING 2240                                                           | MKT     | INT    | 2    |
| PRODUCT MANAGEMENT 2737                                                               | MKT     | INT    | 2    |
| SALES OPTIMIZATION 2741                                                               | MKT     | INT    | 2    |
| CONSUMER BEHAVIOR: NEW TRENDS 2765                                                    | MKT     | INT    | 2    |
| INTERNATIONAL PURCHASING AND SUPPLY MANAGEMENT 2768                                   | MKT     | INT    | 2    |
| IMPORT-EXPORT: SELLING AND NEGOTIATING 2777                                           | MKT     | INT    | 2    |
| CROSS CULTURAL MARKETING 3160                                                         | MKT     | INT    | 2    |
| INFLUENCE AND COMMUNITY MARKETING 3801                                                | MKT     | INT    | 2    |
| LUXURY MARKETING 4046                                                                 | MKT     | INT    | 2    |
| CUSTOMER EXPERIENCE MANAGEMENT 4047                                                   | MKT     | INT    | 2    |
| PRICE MANAGEMENT 4167                                                                 | MKT     | INT    | 2    |
| PSYCHOLOGY OF THE NEGOTIATOR 2755                                                     | NEG     | INT    | 2    |
| GEOPOLITICS 2782                                                                      | NEG     | INT    | 2    |
| DATA ANALYTICS FOR BUSINESS PROFESSIONALS USING EXCEL/VBA 0874                        | OPS     | INT    | 2    |
| DIGITAL OPERATIONS MANAGEMENT 2791                                                    | OPS     | INT    | 2    |
| GLOBAL SUSTAINABILITY & OPERATIONS MANAGEMENT 3161                                    | OPS     | INT    | 2    |
| COMMAND & CARE: PEOPLE MANAGEMENT IN OPERATIONS 3803                                  | OPS     | INT    | 2    |
| MIGRATION STUDIES 2726                                                                | QMS     | INT    | 2    |
| RESPONSIBLE LEADERSHIP 2361                                                           | STS     | INT    | 2    |
| SUSTAINABILITY FROM FILMS TO FIRMS 2790                                               | STS     | INT    | 2    |
| MINDFULNESS & MANAGEMENT 4045                                                         | DEV     | INT    | 2    |
| POST-GROWTH AND DEGROWTH: INNOVATIVE PATHWAYS TO SUSTAINABLE SOCIETIES 4438           | STS     | INT    | 2    |
| NUDGE MARKETING 0671                                                                  | MKT     | INT    | 2    |