



LIST OF COURSES FOR INCOMING EXCHANGE STUDENTS

SPRING 2027
MASTER – PARIS

22/09/2026



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 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 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 (S1) or 10 specializations (S2).
 - 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)+ Specialized 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.

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 (CC and IE)**

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

- **Specializations to choose (SCC) – For option 1**

ACC	Financial Management & Control specialization	ENT	Innovation & Entrepreneurship specialization
FIN1	Asset and Risk Management specialization	MKT1	Business Development & Sales specialization
FIN2	Corporate and Investment Banking specialization	MKT2	International Marketing specialization
FIN3	Corporate Finance and Strategy specialization	NEG	International Negotiation and Sales specialization
OPS	Operations & Supply Chain Management specialization	STS	General Management & Strategic Consulting specialization

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 to gets closer. Students should be careful about announced deadlines

MASTER - Paris Campus

Type	Course title	Track	Format	ECTS
CC	BUSINESS GAME MASTER PGE 3771	STS	INT	2
CC	CAREER PROGRAM MASTER PGE 3772	PRO	INT	2
CC	DATA VISUALIZATION 3773	MIS	EXT	2
CC	ECONOMIC CHALLENGES FOR INTERNATIONAL BUSINESS 4098	ECO	EXT	2
CC	PERSONAL DATA PROTECTION & MANAGEMENT 3774	LAW	EXT	2
IE	B CORP CERTIFICATION: TOWARD SUSTAINABLE TRANSFORMATION 3779	STS	INT	2
IE	BUSINESS MODEL DEVELOPMENT IN NEW VENTURES 3781	ENT	INT	2
IE	CLIMATE LAB 3782	STS	INT	2
IE	ENVIRONMENTAL ECONOMICS & CLIMATE CHANGE (INT) 3883	ECO	INT	2
IE	HUMAN RESOURCES AT GROUND LEVEL: MANAGING EMPLOYEE RELATIONS & WORKPLACE CHALLENGES 4073	HRM	INT	2
IE	CYBERSECURITY 4509	MIS	INT	2
IE	DEAL MAKING FOR CUSTOMER SUCCESS : A VALUE-DRIVEN APPROACH 3787 (old name: SERVICE INNOVATION AND CUSTOMER SUCCESS 3787)	MKT	INT	2
IE	STORY TELLING FOR LEADERS 1947	ITC	INT	2
IE	SUPPLY CHAIN DEVELOPMENT, SUSTAINABILITY & SUPPLIER EXPERIENCE 2231	OPS	INT	2
SCC	ADVANCED FINANCIAL ENGINEERING 3667	ACC	EXT	3
SCC	CASH MANAGEMENT & FINANCIAL ENGINEERING 3669	ACC	EXT	3
SCC	CURRENT ISSUES IN ACCOUNTING & MANAGEMENT CONTROL 3671	ACC	EXT	3
SCC	ERP 3666	ACC	EXT	3
SCC	FIRM VALUATION 3668	ACC	EXT	3
SCC	SUSTAINABLE ACCOUNTING, REPORTING & ETHICS 3670	ACC	EXT	3
SCC	ADVANCED BUSINESS LAW 3714	ENT	EXT	3
SCC	ENTREPRENEURSHIP CONSULTING 4538	ENT	EXT	3
SCC	ENTREPRENEURIAL SELLING 3716	ENT	EXT	3
SCC	INCLUSIVE ENTREPRENEURSHIP 3717	ENT	EXT	3
SCC	INTELLECTUAL PROPERTY & OPENNESS: USING LEGAL TOOLS TO ENHANCE INNOVATION, CREATIVITY & RELATED INVESTMENTS 3718	ENT	EXT	3
SCC	THE ENTREPRENEURIAL EXPERIENCE II 3719	ENT	EXT	3
SCC	ADVANCED RISK MANAGEMENT 3679	FIN1	EXT	3
SCC	ALTERNATIVE INVESTMENTS 3680	FIN1	EXT	3
SCC	COMPUTER-BASED PROBLEM SOLVING IN ARM 3682	FIN1	EXT	3
SCC	FINANCIAL ENGINEERING 3681	FIN1	EXT	3
SCC	MULTI-ASSET PORTFOLIO MANAGEMENT 3678	FIN1	EXT	3
SCC	TRADING & EXCHANGES 3683	FIN1	EXT	3
SCC	COMPUTER-BASED PROBLEM SOLVING IN CIB 3695	FIN2	EXT	3
SCC	FINANCIAL REPORTING AND DUE DILIGENCE IN M&As 4463	FIN2	EXT	3
SCC	M&AS AND CORPORATE RESTRUCTURING 3694	FIN2	EXT	3
SCC	MACRO-ECONOMIC ENVIRONMENT & MONETARY POLICY 3690	FIN2	EXT	3
SCC	REGULATION AND COMPLIANCE 3693	FIN2	EXT	3
SCC	REPORTING FOR BANKS 3692	FIN2	EXT	3
SCC	ADVANCED CORPORATE FINANCE 3684	FIN3	EXT	3
SCC	ADVANCED FINANCIAL STATEMENT ANALYSIS 3685	FIN3	EXT	3
SCC	COMPUTER-BASED PROBLEM SOLVING IN CORPORATE FINANCE 3689	FIN3	EXT	3
SCC	CORPORATE GOVERNANCE 3688	FIN3	EXT	3
SCC	ENTREPRENEURIAL FINANCE 3687	FIN3	EXT	3
SCC	MULTINATIONAL FINANCIAL MANAGEMENT 3686	FIN3	EXT	3
SCC	BUSINESS DEVELOPMENT IN B2B SALES 3738	MKT1	EXT	3
SCC	CUSTOMER MANAGEMENT IN ECOSYSTEMS 3739	MKT1	EXT	3
SCC	KEY ACCOUNT MANAGEMENT 3740	MKT1	EXT	3
SCC	PROFESSIONAL SELLING & INTERNATIONAL RELATIONS MANAGEMENT 3741	MKT1	EXT	3
SCC	PURCHASING STRATEGY 3742	MKT1	EXT	3
SCC	SERVICE MANAGEMENT 3743	MKT1	EXT	3
SCC	CROSS-CULTURAL MARKETING 3732	MKT2	INT	3
SCC	INTERNATIONAL BRAND MANAGEMENT 3733	MKT2	EXT	3
SCC	INTERNATIONAL MARKETING COMMUNICATION 3734	MKT2	INT	3
SCC	INTERNATIONAL MARKETING FOR SUSTAINABILITY 3735	MKT2	EXT	3
SCC	INTERNATIONAL RETAIL & OMNICHANNEL 3736	MKT2	EXT	3
SCC	PRODUCT INNOVATION FOR INTERNATIONAL MARKETS 3737	MKT2	EXT	3
SCC	CONTRACT LAW AND NEGOTIATION 3750	NEG	EXT	3
SCC	INTERNATIONAL SALES IN B2C 3748	NEG	EXT	3
SCC	LABOR NEGOTIATION 3752	NEG	EXT	3
SCC	NEGOTIATIONS & SALES STRATEGIES 4096	NEG	EXT	3
SCC	NEGOTIATIONS IN M&A 3753	NEG	EXT	3
SCC	VALUE-BASED NEGOTIATION 3755	NEG	EXT	3
SCC	AGILE PROJECT MANAGEMENT 3767	OPS	EXT	3
SCC	ENTERPRISE RESOURCE PLANNING WITH SAP 3766	OPS	EXT	3
SCC	LEAN SIX SIGMA 3768	OPS	EXT	3
SCC	PRODUCTION PLANNING AND CONTROL 3765	OPS	EXT	3
SCC	SUPPLY CHAIN OPERATIONS 3762	OPS	EXT	3
SCC	STRATEGIC PROCUREMENT 4299	OPS	EXT	3
SCC	SUSTAINABLE OPERATIONS 3764	OPS	EXT	3
SCC	CONTRACT MANAGEMENT 3704	STS	EXT	3
SCC	FINANCE FOR CONSULTING 3705	STS	EXT	3
SCC	INTERNATIONAL BUSINESS DEVELOPMENT 3702	STS	EXT	3
SCC	IS PROJECT MANAGEMENT 3706	STS	EXT	3
SCC	M&A AND CORPORATE DEVELOPMENT 4095	STS	EXT	3
SCC	WRITING AN EFFECTIVE BUSINESS CASE 3707	STS	EXT	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