



# **Université Catholique de Lille**

## **List of courses taught in English**

**2017 – 2018**

**Update: 02 October 2017**



**UNIVERSITÉ  
CATHOLIQUE  
DE LILLE** 1875

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FACULTE DES LETTRES ET SCIENCES HUMAINES - FACULTY OF ARTS AND HUMANITIES **3**

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ISA – INSTITUTE OF LIFE SCIENCES **5**

ISEN - ECOLE D'INGENIEURS – ENGINEERING SCHOOL **7**

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ISTC - COLLEGE OF COMMUNICATION **11**

FGES - FACULTE DE GESTION, ECONOMIE ET SCIENCES - FACULTY OF MANAGEMENT, ECONOMICS AND SCIENCES **12**

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*. Kindly note that this list of courses is not binding but subject to change*

*. Please note that enrollment in a course is subject to compatibility of timetables if you chose courses in several schools or faculties, or different levels of teaching.*

# Arts and Humanities

Université Catholique de Lille

## Faculté des Lettres et Sciences Humaines - Faculty of Arts and Humanities

Contact: Dr. Suzanne Bray, International Coordinator FLSH

[suzanne.bray@univ-catholille.fr](mailto:suzanne.bray@univ-catholille.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS CODE                     | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------|--|---------|---|
| Bachelor 1 <sup>st</sup> year |  |         |   |
|                               | The Rise of the Novel (LCE)  | 3.00    | 1   |
|                               | American Literature from its Early Manifestations until the Modernist Period (LCE) | 3.00    | 1   |
|                               | Introduction to Business English (LCE)   | 2.00    | 1   |
|                               | Introduction to American Civilization (LCE)  | 3.00    | 1   |
|                               | Introduction to British Civilization (LCE)   | 3.00    | 1   |
|                               | Introduction to American History (LEA)   | 2.00    | 2   |
|                               | British Institutions (LEA)   | 2.00    | 1   |
|                               | Nature in American Literature (LCE)  | 4.00    | 2   |
|                               | Villains in Shakespeare (LCE)  | 3.00    | 2   |
|                               | Introduction to Business English (LCE)   | 2.00    | 1 & 2   |
|                               | Unity and Diversity in American Society (LCE)                                      | 3.00    | 2   |
|                               | British History 1760-1914 (LCE)  | 3.00    | 2   |
|                               | Intercultural Communication (LCE)  | 2.00    | 1 & 2   |
|                               | Introduction to Phonetics (LCE)  | 2.00    | 1 & 2   |
|                               | English Oral Expression & Comprehension (LCE)                                      | 2.00    | 1 & 2   |
|                               | English Oral Comprehension and Expression (LEA)                                    | 1.00    | 1 & 2   |
|                               | Written Expression in English (LEA)  | 1.00    | 1 & 2   |
| Bachelor 2 <sup>nd</sup> year |  |         |   |
|                               | Love in Shakespeare's poetry (LCE)   | 2.00    | 1   |
|                               | Academic Writing (LCE)   | 2.00    | 1   |
|                               | American Women Writers in Context 1 (LCE)  | 2.00    | 1   |
|                               | American Government (LCE)  | 2.00    | 1   |
|                               | British History from the Origins to the End of the Middle Ages (LCE)               | 2.00    | 1   |
|                               | British History from the Industrial Revolution World War I (LEA)                   | 2.00    | 1   |
|                               | English Oral Comprehension (LCE)   | 2.00    | 1 & 2   |
|                               | Introduction to Business Negotiation English (LEA)                                 | 2.00    | 2   |
|                               | American History from the Civil War to the End of the Great Depression (LCE)       | 2.00    | 2   |
|                               | Renaissance, Reformation and Revolution in Britain 1485-1760 (LCE)                 | 2.00    | 2   |

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|-------------------------------------|--|---------|---|
|                                     | American Women Writers in Context 2 (LCE)  | 2.00    | 2   |
|                                     | British Literature and World War 1 (LCE)   | 2.00    | 2   |
|                                     | Intermediate Phonetics (LCE)   | 2.00    | 1 & 2   |
|                                     | Creative Writing (LCE)   | 2.00    | 2   |
|                                     | English Oral Expression (LCE)  | 2.00    | 1 & 2   |
|                                     | English Composition (LEA)  | 1.00    | 1 & 2   |
| <b>Bachelor 3<sup>rd</sup> year</b> |  |         |   |
|                                     | U.S. Domestic Policy since 1945 (LCE)  | 3.00    | 1   |
|                                     | Economic History of the United States (LEA)  | 2.00    | 1   |
|                                     | From Welfare to Workfare: Britain in the 20 <sup>th</sup> Century (LEA)                                    | 2.00    | 1   |
|                                     | American Cinema (LCE)  | 3.00    | 1   |
|                                     | Advanced Shakespeare (LCE)   | 2.00    | 1   |
|                                     | British Social and Political History 1945-1990 (LCE)   | 3.00    | 1   |
|                                     | International Communication (LEA)  | 2.00    | 1   |
|                                     | Didactics of English 1 (LCE)   | 3.00    | 1   |
|                                     | 20 <sup>th</sup> Century American Drama (LCE)  | 2.00    | 1   |
|                                     | Media and Social Representations 1 – Society and Media (MCC)   | 3.00    | 1   |
|                                     | Introduction to Management (LEA)   | 3.00    | 2   |
|                                     | The British Short Story: Crime, Horror and Fantasy (LCE)   | 3.00    | 2   |
|                                     | The Uncanniness of the Ordinary in the American Short Story (LCE)  | 3.00    | 2   |
|                                     | Urbanism in America (LCE)  | 3.00    | 2   |
|                                     | Essential Themes in 19 <sup>th</sup> Century British Civilization  | 3.00    | 2   |
|                                     | Shakespeare in Popular Culture (LCE)   | 3.00    | 2   |
|                                     | Media and Social Representations 2 – Constructing Communities (MCC)  | 3.00    | 2   |
|                                     | Public Speaking (LCE)  | 2.00    | 1 or 2  |
|                                     | Business English (LEA)   | 1.00    | 1 or 2  |
| <b>Master 1<sup>st</sup> year</b>   |  |         |   |
|                                     | Introduction to French Films (AS)  | 3.00    | 1   |
|                                     | Advanced Literary Seminar: The Writer in his Time  | 5.00    | 1   |
|                                     | Advanced Civilisation Seminar: Transmitting and Transforming Tradition in the English-Speaking World (LCE) | 5.00    | 1   |
|                                     | Advanced Linguistics Seminar- Analytical Grammar (English) (LCE)   | 5.00    | 1   |
|                                     | International Management (LEA)   | 3.00    | 1   |
|                                     | Contemporary Security Issues (H RI)  | 3.00    | 1   |
|                                     | Advanced Literature Seminar: Travel, Initiatory Journeys and Exile in English Literature (LCE)             | 5.00    | 2   |
|                                     | Strategic Intelligence (H)   | 3.00    | 2   |
|                                     | A Half-Century of War: Britain 1914-1945 (LCE)   | 3.00    | 2   |
|                                     | The Obama Years (LCE)  | 3.00    | 2   |
|                                     | The English Media (H)  | 2.00    | 1&2   |
|                                     | Advanced Business English (AIT)  | 2.00    | 1&2   |
| <b>Master 2<sup>nd</sup> year</b>   |  |         |   |
|                                     | Introduction to Contemporary Photography and Documentary Film (AS)   | 2.00    | 2   |
|                                     | Communication Management : The Big Picture (AIT)   | 2.00    | 1   |
|                                     | Business Negotiation in English (AIT)  | 2.00    | 1   |
|                                     | Economics of Tourism (AIT)   | 2.00    | 1   |
| <b>FOR INTERNATIONAL STUDENTS</b>   |  |         |   |
|                                     | Introduction to Psychology in France   | 3.00    | 2   |

If you wish to consult the **general list of courses taught in French**:

<http://www.flsh.fr/> and click on the British flag followed by the mention “course list”

If you wish to consult the **Academic Calendar**:

<http://www.flsh.fr/lettres-sciences-humaines/calendrier>



# Science and Engineering

Université Catholique de Lille

## ISA – Institute of Life Sciences

Contact: Ms. Thanh Ly Le Minh, International Relations Coordinator  
[thanhly.leminh@yncrea.fr](mailto:thanhly.leminh@yncrea.fr)

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE                          | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|------------------------------------|--|---------|---|
| <b>Master 1<sup>st</sup> year</b>  |  |         |   |
|                                    | Welcome session  | 6       | 1   |
| <b>AGRICULTURAL SCIENCES</b>       |  |         |   |
|                                    | Ruminant nutrition and roughage systems  | 3       | 1   |
|                                    | Plant Biotechnologies  | 6       | 1   |
|                                    | Plant Breeding and Genetics  | 3       | 1   |
|                                    | <i>Project in Agriculture</i>  | 6       | 1 or 2  |
|                                    | Animal Welfare, from consumer's demand to farm auditing  | 3       | 2   |
|                                    | Livestock Housing and Building Conception  | 3       | 2   |
|                                    | Crop modeling  | 3       | 2   |
|                                    | Geopolitics of food  | 3       | 2   |
|                                    | Applied Agronomy   | 3       | 2   |
|                                    | Livestock production systems   | 3       | 2   |
|                                    | Introduction to smart farming  | 3       | 2   |
| <b>AGROECONOMICS AND MARKETING</b> |  |         |   |
|                                    | Finance  | 3       | 1   |
|                                    | Export   | 6       | 1   |
|                                    | Decision tools: Statistics and Market Research   | 3       | 1   |
|                                    | International Marketing  | 3       | 1   |
|                                    | Purchase and Procurement   | 3       | 2   |
|                                    | Communication and crisis management  | 3       | 2   |
|                                    | <i>Project in Economics and Marketing: Field study: Development of a communication strategy in a company</i> | 6       | 2   |
|                                    | Digital Business   | 3       | 2   |
|                                    | B to B marketing   | 3       | 2   |
|                                    | Consumer behavior  | 3       | 2   |
|                                    | Business Development   | 3       | 2   |
|                                    | Finance Case Study   | 3       | 2   |
| <b>ENVIRONMENTAL SCIENCES</b>      |  |         |   |
|                                    | Environmental pollutants – origins, identification, key concepts   | 3       | 1   |
|                                    | Toxicology - Ecotoxicology   | 6       | 1   |
|                                    | Pollutants behavior in abiotic matrixes  | 3       | 1   |
|                                    | Waste management   | 3       | 1   |
|                                    | <i>Project in Environmental Sciences: Field Study in Environment</i>   | 6       | 1   |
|                                    | GIS – Basic Knowledge  | 3       | 2   |
|                                    | Soil Quality Investigation – consultancy tools   | 3       | 2   |
|                                    | <i>Project in Environmental Sciences</i>   | 6       | 2   |
|                                    | GIS for Polluted Area Management   | 3       | 2   |
|                                    | Human risk assessment  | 3       | 2   |
|                                    | Waste water management   | 3       | 2   |
|                                    | Water and sediment management  | 6       | 2   |
|                                    | Audit practices  | 3       | 2   |
|                                    | Project in Environmental Sciences  | 6       | 2   |

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|------------------------------------|--|---------|---|
| <b>FOOD SCIENCE AND TECHNOLOGY</b> |  |         |   |
|                                    | <i>Project in Food Technology</i>  | 6       | 1 or 2  |
|                                    | Quality Assurance and Food Safety  | 3       | 1   |
|                                    | Unit operations  | 6       | 1   |
|                                    | Applied statistics   | 3       | 1   |
|                                    | Bioprocess   | 3       | 1   |
|                                    | <i>Project in Food Technology: Product Formulation</i>                   | 6       | 2   |
|                                    | Ingredients  | 3       | 2   |
|                                    | Production Management  | 3       | 2   |
|                                    | Nutrition  | 3       | 2   |
|                                    | Sensory evaluation   | 3       | 2   |
|                                    | Chemical, Physical and Microbiological Characterization of Food Products | 6       | 2   |
| <b>Master 2<sup>nd</sup> year</b>  |  |         |   |
|                                    | Trade, Consumer and Marketing  | 30      | 1   |
|                                    | Sustainable Management of pollution                                      | 30      | 1   |
|                                    | Sustainable Products Development: Ecodesign of Food Products             | 30      | 1   |
|                                    | Quality Systems Management (Quality, Hygiene, Safety and Environment)    | 30      | 1   |

If you wish to consult the **general list of courses taught in French and in English:**

<http://www.isa-lille.com/programs/masters-programs/>

## Ecole d'ingénieurs – Engineering School

Contact Ms. Evelyne Litton, Head of International Relations

Evelyne.litton@yncrea.fr

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE                   | DESCRIPTION                                | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-----------------------------|--|---------|---|
| Master 1 <sup>st</sup> year |  |         |   |
|                             | Cryptography                               | 3       | 1   |
|                             | Network System Base                        | 3       | 1   |
|                             | JAVA 1                                     | 3       | 1 or 2  |
|                             | C++  | 3       | 1   |
|                             | C#   | 3       | 1   |
|                             | Operating Systems                          | 3       | 1   |
|                             | UNIX                                       | 3       | 1   |
|                             | Web technologies                           | 3       | 1   |
|                             | Computer Forensics                         | 3       | 2   |
|                             | Microsoft Technologies                     | 3       | 2   |
|                             | Data Analysis                              | 3       | 2   |
|                             | Multi-task Programming                     | 3       | 2   |
|                             | Data Base                                  | 3       | 2   |
|                             | Signal Processing                          | 3       | 1   |
|                             | Analog Circuit Design                      | 3       | 1   |
|                             | Power Electronics                          | 3       | 2   |
|                             | FPGA & VHDL                                | 3       | 1   |
|                             | Microcontrollers                           | 3       | 1   |
|                             | Science of Materials                       | 3       | 1   |
|                             | Semi-conductors and Components             | 3       | 1   |
|                             | MEMS                                       | 3       | 1   |
|                             | Digital Microelectronic Circuits           | 3       | 2   |
|                             | Power Recovery                             | 1.5     | 2   |
|                             | Labview                                    | 3       | 1   |
|                             | Introduction to Mobile Robotics            | 1.5     | 1   |
|                             | Digital Signal Processors                  | 1.5     | 2   |
|                             | Wireless Technologies                      | 3       | 1   |
|                             | Radio Frequency Circuits and Microwaves    | 3       | 1   |
|                             | Nature of Sound                            | 1.5     | 2   |
|                             | Intercultural Communication                | 1.5     | 1 or 2  |
|                             | Project work                               | 7 or 8  | 1 and/or 2  |
| Master 2 <sup>nd</sup> year |  |         |   |
|                             | Data Science                               | 3       | 2   |
|                             | JEE  | 3       | 2   |
|                             | Advanced Networks                          | 3       | 1   |
|                             | Advanced Electronics                       | 3       | 1   |
|                             | Real Time Programming for Embedded Systems | 3       | 2   |
|                             | Advanced Labview                           | 3       | 1   |
|                             | Project Work                               | 9       | 1 and 2   |

*Some additional courses may be taught in English when there is one international student in the class.*

## Ecole d'ingénieurs – Engineering School

Contact: Ms. Anne LACOUR, Exchanges Coordinator

[anne.lacour@yncrea.fr](mailto:anne.lacour@yncrea.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS CODE                         | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-----------------------------------|--|---------|---|
| <b>Master 1<sup>st</sup> year</b> |  |         |   |
|                                   | Environmental law  | 1       | 1   |
|                                   | Transport and mobility issues: economy, impacts, policies and uses           | 1       | 1   |
|                                   | Principle and future trends in Urbanism                                      | 2       | 1   |
|                                   | Architecture, construction and sustainable design                            | 2       | 1   |
|                                   | Fundamentals of energy and renewable energies                                | 2       | 1   |
|                                   | Creativity and means of expression   | 1       | 1   |
|                                   | Innovation and collaborative projects  | 2       | 1   |
|                                   | Workshop 1   | 4       | 1   |
|                                   | Urban project management   | 1       | 2   |
|                                   | Future cities : smart, inclusive, sustainable                                | 2       | 2   |
|                                   | European towns and sustainable mobility : planning, operating and innovating | 1       | 2   |
|                                   | Dynamical thermal simulation and HVAC  | 2       | 2   |
|                                   | Ubiquity and the internet of things  | 1       | 2   |
|                                   | Building management systems and home automation                              | 2       | 2   |
|                                   | BIM  | 2       | 2   |
|                                   | Workshop2  | 4       | 2   |
|                                   | Dimensioning of mechanical connecting  | 1,5     | 1   |
|                                   | Mechanical manufacturing   | 1       | 1   |
|                                   | Heat transfers   | 2,5     | 2   |
|                                   | Lean Manufacturing   | 1,5     | 2   |
|                                   | Marketing  | 1,5     | 1   |
|                                   | Accounting   | 1,5     | 2   |
|                                   | Finite elements  | 1,5     | 2   |
|                                   | Information systems  | 1,5     | 2   |
|                                   | Treatment of signal  | 1,5     | 1   |
|                                   | Electrical power distribution  | 1,5     | 1   |
|                                   | Entrepreneur's social responsibility   | 1,5     | 2   |
|                                   | Quality management   | 2,5     | 2   |
|                                   | Ethics   | 1,5     | 1   |
| <b>Master 2<sup>nd</sup> year</b> |  |         |   |
|                                   | Socio-political approach to the city   | 1       | 1   |
|                                   | Emergent economy in the city   | 1       | 1   |
|                                   | Urban environmental principles   | 2       | 1   |
|                                   | Water management, landscaping and green spaces                               | 1       | 1   |
|                                   | Sustainable refurbishment  | 1       | 1   |
|                                   | Certification and environmental footprint                                    | 2       | 1   |
|                                   | BIM  | 1       | 1   |
|                                   | Smart grid and energy management at building scale                           | 2       | 1   |
|                                   | Workshop 3   | 4       | 1   |
|                                   | Production management  | 2,5     | 1   |
|                                   | Cost analysis and control  | 1,5     | 1   |
|                                   | Team management and human resources  | 1,5     | 1   |
|                                   | Quality management   | 1,5     | 1   |
|                                   | Operations research  | 0,5     | 1   |

Some additional courses are taught in English at the bachelor and master levels.

For further information, please contact Anne Lacour.



# Law, Economics, Management

Université Catholique de Lille

## Faculté de Droit – Faculty of Law

Contact:

Ms. Isabelle MINEZ, International Relations Coordinator,  
[Isabelle.minez@univ-catholille.fr](mailto:Isabelle.minez@univ-catholille.fr)

Dr. Aurélien RACCAH, Vice-Dean in charge of International Development  
[Aurelien.RACCAH@univ-catholille.fr](mailto:Aurelien.RACCAH@univ-catholille.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS CODE  | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|--|--|---------|---|
| <b>Bachelor 1<sup>st</sup> year (L1 European )</b> |  |         |   |
| 2017/2018  | EU Institutions & Proceedings / Course<br>EU Institutions & Proceedings / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b> | 3<br>2  | 1   |
|  | 1 course among :   |         |   |
|  | 1. Comparative Government  | 3       | 1   |
|  | 2. Economics of Globalisation  | 3       | 1   |
|  | European Integration / Course<br>European Integration / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b>                   | 3<br>2  | 2   |
|  | 2 courses among :  |         |   |
|  | 1. Legal History and Philosophy  | 2       | 2   |
|  | 2. General Principles of British Law   | 2       | 2   |
|  | 3. International Relations   | 2       | 2   |
| <b>Bachelor 2<sup>nd</sup> year (L2 European )</b> |  |         |   |
| 2017/2018  | Public International Law I / Course<br>Public International Law I / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b>       | 2<br>1  | 1   |
|  | 2 courses among :  |         |   |
|  | 1. Introduction to Russian Law   | 2       | 1   |
|  | 2. Introduction to South American Legal Systems  | 2       | 1   |
|  | 3. Comparative Contract Law  | 2       | 1   |
|  | EU Law (Policies) / Course<br>EU Law 1 / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b>                                  | 3<br>2  | 2   |
|  | 2 courses among :  |         |   |
|  | 1. EU Comparative Law  | 2       | 2   |
|  | 2. Financial Economics   | 2       | 2   |
|  | 3. Introduction to Northern American Legal Systems   | 2       | 2   |

| ECTS CODE   | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 = available on both semesters<br>Y = all year |
|---|--|---------|--|
| Bachelor 3 <sup>rd</sup> year (L3 European )                    |  |         |  |
| 2017/2018   | Public International Law II / Course<br>Public International Law II / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b> | 3<br>2  | 1  |
|   | 2 courses among :  |         |  |
|   | 1. European Policy   | 3       | 1  |
|   | 2. Comparative Tort Law  | 3       | 1  |
|   | 3. Introduction to Asian Legal Systems   | 3       | 1  |
|   | European Competition Law / Course<br>European Competition Law / Tutorials<br><b><i>It is compulsory to take the Course + Tutorials</i></b>       | 3<br>2  | 2  |
|   | 2 courses among :  |         |  |
|   | 1. International Criminal Law  | 3       | 2  |
|   | 2. European Human Rights   | 3       | 2  |
|   | 3. Introduction to African Legal Systems   | 3       | 2  |
| Master 1 <sup>st</sup> year (M1 International and European Law) |  |         |  |
| 2017/2018   | International Responsibility & Litigation (OIE / PDA)  | 4       | 1  |
|   | European Legal Proceedings (OIE/PDA)   | 3       | 1  |
|   | International Private Law (OIE / PDA)  | 4       | 1  |
|   | Law of International Organisations (OIE)   | 3       | 1  |
|   | European company law (PDA)   | 3       | 1  |
|   | Global Governance (OIE)  | 2       | 1  |
|   | Non-State Actors and International Law (OIE)   | 2       | 1  |
|   | Competition Law (PDA)  | 2       | 1  |
|   | Advanced International Law Clinic ( <b>only for students who stay for the whole academic year</b> ) (OIE/PDA)                                    | 4       | 1  |
|   | Research Seminar in International and EU law (OIE / PDA)   | 2       | 2  |
|   | EU Policies (OIE / PDA)  | 4       | 2  |
|   | Human Rights & Fundamental Liberties (OIE/PDA)   | 4       | 2  |
|   | International Arbitration (OIE/PDA)  | 3       | 2  |
|   | International Private Law (OIE/PDA)  | 3       | 2  |
|   | International Humanitarian Law (OIE)   | 2       | 2  |
|   | International Criminal Law (OIE)   | 2       | 2  |
|   | International and EU Environmental Law (OIE)   | 2       | 2  |
|   | International Trade Law (OIE)  | 2       | 2  |
|   | International Trade Law (PDA)  | 2       | 2  |
|   | Intellectual Property (PDA)  | 2       | 2  |
|   | International Transport Law (PDA)  | 2       | 2  |
|   | Advanced International Law Clinic ( <b>only for students who stay for the whole academic year</b> ) (OIE/PDA)                                    | 4       | 2  |
|   | Research Seminar in International and EU Law (OIE/PDA)   | 2       | 2  |

**Please note that the “Master Droit 2ème Année” courses are not accessible to Erasmus or International Exchange Students**

If you wish to consult the **general list of courses taught in French (Bachelor’s Degrees):**

**“LICENCE Programmes” / Campus Lille: (3 years of studies)**

- <http://www.faculte-libre-de-droit-lille.fr/formations-droit/licences-droit-campus-lille/licence-droit-culture-juridique.html>
- <http://www.faculte-libre-de-droit-lille.fr/formations-droit/licences-droit-campus-lille/licence-europeenne-de-droit-lille.html>
- <http://www.faculte-libre-de-droit-lille.fr/formations-droit/licences-droit-campus-lille/licence-droit-science-politique.html>

## ISTC - College of Communication

Contacts:

Ms. Julie Bergues, in charge of International Relations, [julie.bergues@istc.fr](mailto:julie.bergues@istc.fr)

Mr. Olivier Garnier, Dean of Studies, [Olivier.garnier@istc.fr](mailto:Olivier.garnier@istc.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS CODE                     | DESCRIPTION                               | CREDITS                          | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------|---|----------------------------------|---|
| Bachelor 1 <sup>st</sup> year |   |                                  |   |
|                               | Focus on Europe: Italy and Roman culture  | 3.00                             | 1   |
|                               | Business news                             | 2.00                             | 2   |
|                               | Focus on Africa                           | 3.00                             | 2   |
|                               | Focus on Europe                           | 3.00                             | 2   |
| Bachelor 2 <sup>nd</sup> year |   |                                  |   |
|                               | Communication theory                      | 2.00                             | 1   |
|                               | Crisis Communication                      | 3.00                             | 1   |
|                               | Business news                             | 2.00                             | 1   |
|                               | Media theory                              | 1,5                              | 2   |
|                               | Communication Ethics                      | 3.00                             | 2   |
|                               | Focus on Asia                             | 3                                | 2   |
| Bachelor 3 <sup>rd</sup> year |   |                                  |   |
|                               | Focus on Oceania                          | 3.00                             | 1   |
|                               | Communication & Plans                     | 3.00                             | 1   |
|                               | Communication & Plans                     | 3.00                             | 2   |
| Master 1 <sup>st</sup> year   |   |                                  |   |
|                               | Serious Game                              | 3.00                             | 1   |
|                               | Public Relations                          | 2.00                             | 1   |
| Master 2 <sup>nd</sup> year   |   |                                  |   |
|                               | Communication and sustainable development | 2.00                             | 2   |
|                               | Corporate Patronage and Sponsoring        | 1.00                             | 2   |
|                               | Public relations                          | 1.00                             | 2   |
|                               | Crisis communication                      | 2.00                             | 2   |
| All levels                    |   |                                  |   |
|                               | Visual communication                      | 3.00                             | 1   |
|                               | Electives (International Week)            | 2 electives<br>of 2 ECTS<br>each | 1   |
|                               | French as a Foreign Language              | 4.00                             | 1 or 2  |
|                               | Foreign languages                         | 2 each                           | 1 or 2  |
|                               | Sport                                     | 2.00                             | 1 or 2  |

## FGES - Faculté de Gestion, Economie et Sciences - Faculty of Management, Economics and Sciences

Contact:

Dr. Céline BLONDEAU, Vice-Dean and Head of International Relations,

[celine.blondeau@univ-catholille.fr](mailto:celine.blondeau@univ-catholille.fr)

Ms. Isabelle VITTÉ, Incoming Officer,

[isabelle.vitte@univ-catholille.fr](mailto:isabelle.vitte@univ-catholille.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS<br>CODE                  | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------|--|---------|---|
| Bachelor 1 <sup>st</sup> year |  |         |   |
|                               | Introduction to Economic Analysis                        | 2.00    | 1   |
|                               | Press Review   | 2.00    | 1   |
|                               | Introduction to business                                 | 2.00    | 1   |
|                               | Statistics   | 2.00    | 1   |
|                               | South Africa: from Apartheid to a Rainbow-nation & BRICS | 1.00    | 1   |
|                               | Social entrepreneurship                                  | 1.00    | 1   |
|                               | Democracy in Asia  | 2.00    | 1   |
|                               | English  | 4.00    | 1 or 2  |
|                               | Reinforced English                                       | 2.00    | 1 or 2  |
|                               | Money banking and finance                                | 2.00    | 2   |
|                               | Introduction to Human Resources                          | 2.00    | 2   |
|                               | Statistics   | 2.00    | 2   |
|                               | Introduction to marketing                                | 2.00    | 2   |
|                               | Empathy and design thinking                              | 1.00    | 2   |
|                               | Conflicts, mediation : a Peace Studies Approach          | 2.00    | 2   |
|                               | Introduction to organizational behavior                  | 2.00    | 2   |
| Bachelor 2 <sup>nd</sup> year |  |         |   |
|                               | International economics                                  | 5.00    | 1 or 2  |
|                               | Introduction to anglosaxon accounting                    | 2.00    | 1   |
|                               | Statistics   | 2.00    | 1   |
|                               | Television programme                                     | 2.00    | 1   |
|                               | British and american law                                 | 2.00    | 1   |
|                               | Mathematics applied to economy                           | 2.00    | 1   |
|                               | Songs of the world                                       | 2.00    | 1   |
|                               | Corporate Social Responsibility                          | 2.00    | 1   |
|                               | Introduction to anglosaxon accounting                    | 2.00    | 1   |
|                               | English  | 4.00    | 1 or 2  |
|                               | Reinforced English                                       | 2.00    | 1 or 2  |
|                               | International economics                                  | 4.00    | 2   |
|                               | Microeconomics   | 2.00    | 2   |
|                               | Conflict management                                      | 1.00    | 2   |
|                               | Negotiations   | 1.00    | 2   |
|                               | Statistics   | 2.00    | 2   |
|                               | Introduction to Intercultural Management                 | 2.00    | 2   |
|                               | Time value of money                                      | 2.00    | 2   |
|                               | Corporate Social Responsibility                          | 2.00    | 2   |

|  |   |              |        |
|--|---|--------------|--------|
|  | Business Plan                                     | 2.00         | 2      |
|  | Mathematics applied to economy                    | 2.00         | 2      |
|  | Introduction to change management + Marketing     | 2.00         | 2      |
|  | Doughnut economics                                | 2.00         | 2      |
| Bachelor 3 <sup>rd</sup> year          |   |              |        |
|  | Risk theory                                       | 4.00         | 1      |
|  | Introduction to social economy                    | 3.00         | 2      |
|  | Investment appraisal                              | 4.00         | 2      |
|  | English   | 4.00         | 1 or 2 |
| Elective                               |   |              |        |
|  | Introduction to organizational behavior           | 2.00         | 2      |
| Master 1 <sup>st</sup> year            |   |              |        |
|  | International Marketing                           | 3.00         | 1      |
|  | Economic development                              | 3.00         | 1      |
|  | Intercultural communication                       | 3.00         | 1      |
|  | Social enterprise and entrepreneurship            | 6.00         | 1      |
|  | English and business communication                | 3.00         | 1      |
|  | Global Economy                                    | 3.00         | 2      |
|  | Corporate Social Responsibility                   | 3.00         | 2      |
|  | Finance Management                                | 3.00         | 2      |
|  | CSR and integrated reporting                      | 2.00         | 2      |
|  | Project management                                | 3.00         | 2      |
| Master 2 <sup>nd</sup> year            |   |              |        |
|  | Leadership & Organizational behaviour             | 3.00         | 1      |
|  | American Accounting                               | 2.00         | 1      |
|  | Research Methods and Quantitative Methods         | 3.00         | 1      |
|  | International Purchasing                          | 3.00         | 1      |
|  | English and International Negotiation             | 3.00         | 1      |
|  | Trade financing                                   | 3.00         | 1      |
|  | International Negotiation                         | 2.00         | 1      |
|  | Corporate Communication Crisis                    | 3.00         | 2      |
|  | Strategic Partnership                             | 2.00         | 2      |
|  | Doing Business in France                          | 3.00         | 2      |
|  | International development                         | 3.00         | 2      |
|  | International Human Resources Management          | 3.00         | 2      |
|  | Law of Commercial Contracts                       | 2.00         | 2      |
|  | Logistics - custom                                | 3.00         | 2      |
|  | Supply Chain Management 1                         | 4.00         | 2      |
|  | Business Game (focus on purchasing)               | 3.00         | 2      |
|  | Supply Chain Management 2                         | 3.00         | 2      |
|  | Invited lectures                                  | 3.00         | Y      |
|  | Advanced English                                  | 2.00 to 4.00 | Y      |
| Courses Dedicated to Exchange students |   |              |        |
|  | Reading programme                                 | 2.00         | 1 or 2 |
|  | Powerpoint Presentation                           | 2.00         | 1 or 2 |
|  | Radio programa                                    | 2.00         | 1 or 2 |
|  | Courses of French (2 hours a week, 20 €/semester) | 3.00         | 1 or 2 |

More information about **courses taught in English**:

<http://www.fges.fr/fr/courses-bachelor-taught-in-english.asp>

<http://www.fges.fr/fr/courses-master-taught-in-english.asp>

If you wish to consult the **general list of courses taught in French**:

<http://www.fges.fr/fr/programmes-et-inscriptions/presentation-programmes.asp>

If you wish to consult the **Academic Calendar**:

[http://www.fges.fr/img/files/FGES%20-%20Academic%20calendar%202017-18\(1\).pdf](http://www.fges.fr/img/files/FGES%20-%20Academic%20calendar%202017-18(1).pdf)

# ESPOL - European School of Political and Social Sciences

Contact:

Ms. Giulia SANDRI, Head of International relations,  
[giulia.sandri@univ-catholille.fr](mailto:giulia.sandri@univ-catholille.fr)

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE                     | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------|--|---------|---|
| Bachelor 1 <sup>st</sup> year |  |         |   |
|                               | History of European integration                                | 3.00    | 1   |
|                               | History, Geography and Globalization                           | 2.00    | 1   |
|                               | Irish foreign policy   | 2.00    | 1   |
|                               | Introduction to sociology                                      | 3.00    | 2   |
|                               | Environmental and sustainability policy                        | 2.00    | 2   |
|                               | Introduction to the Law and Institutions of the European Union | 7.00    | 2   |
|                               | European literature  | 2.00    | 2   |
| Bachelor 2 <sup>nd</sup> year |  |         |   |
|                               | Public Policy  | 5.00    | 1   |
|                               | Epistemology and methodology of the social sciences            | 5.00    | 1   |
|                               | Immigration and Asylum under EU law                            | 2.00    | 1   |
|                               | Hopes & limits of E-democracy                                  | 2.00    | 1   |
|                               | UK and the EU  | 2.00    | 1   |
|                               | Social Inequality in Latin America                             | 2.00    | 1   |
|                               | Political Sociology  | 6.00    | 2   |
|                               | Theories of European Integration                               | 4.00    | 2   |
|                               | EU and Global Governance                                       | 3.00    | 2   |
|                               | Music & politics   | 2.00    | 2   |
| Bachelor 3 <sup>rd</sup> year |  |         |   |
|                               | EU Policy Making   | 5.00    | 1   |
|                               | US politics  | 2.00    | 1   |
|                               | European Health Policy   | 2.00    | 1   |
|                               | European Fundamental Rights and Freedom                        | 2.00    | 1   |
|                               | The challenges of global and European energy policy            | 2.00    | 1   |
|                               | Theories of international relations                            | 6.00    | 2   |
|                               | Territorial Politics   | 4.00    | 2   |
|                               | Political sociology of the economy                             | 2.00    | 2   |
|                               | Political economy  | 2.00    | 2   |
|                               | Interests representation and lobbying in Europe                | 2.00    | 2   |



| ECTS CODE                                      | DESCRIPTION   | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|--|---|---------|---|
| Master 1 <sup>st</sup> year                    |   |         |   |
|  | International governance                                  | 5.00    | 1   |
|  | International Relations                                   | 5.00    | 1   |
|  | EU External Action  | 5.00    | 1   |
|  | Introduction to Research and Epistemology                 | 3.00    | 1   |
|  | Methodology   | 3.00    | 2   |
|  | Political Sociology of Quantification                     | 3.00    | 1   |
|  | Introduction to Political Science & Comparative Politics* | 3.00    | 1   |
|  | Politics of International Law                             | 3.00    | 1   |
|  | Politics of the Sea                                       | 3.00    | 1   |
|  | Global Economic Governance                                | 4.00    | 2   |
|  | International Negotiations                                | 4.00    | 2   |
|  | Statehood in IR   | 3.00    | 2   |
|  | Geopolitics of Food                                       | 3.00    | 2   |
| Master 2 <sup>nd</sup> year                    |   |         |   |
| Specialization : Food Policy                   |   |         |   |
|  | European Food Policy                                      | 5.00    | 1   |
|  | Food controversies  | 5.00    | 1   |
|  | International Development                                 | 5.00    | 1   |
|  | Politics of Regionalization                               | 5.00    | 1   |
|  | Food and Sustainable Development                          | 3.00    | 1   |
|  | Agriculture around the world                              | 3.00    | 1   |
| Specialization : International Security Policy |   |         |   |
|  | Theories of security                                      | 5.00    | 1   |
|  | Armed conflict and peacemaking                            | 5.00    | 1   |
|  | International Development                                 | 5.00    | 1   |
|  | Politics of Regionalization                               | 5.00    | 1   |
|  | War, terrorism and violence                               | 3.00    | 1   |
|  | Politics of International Law                             | 3.00    | 1   |

If you wish to consult the **general list of courses taught in French**:

<http://www.espol-lille.eu/education>

## EDHEC - Business School

Contact:

Ms. Kinga Bertoti, Academic Coordinator, International Relations Office

[kinga.bertoti@edhec.edu](mailto:kinga.bertoti@edhec.edu)

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE   | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|---|--|---------|---|
| <b>Master 1<sup>st</sup> year Business Management Track</b> |  |         |   |
|   | Strategic management : principles and practice                                   | 4       | 1   |
|   | Financial Statement Analysis   | 4       | 1   |
|   | Corporate Finance  | 4       | 1   |
|   | Marketing management   | 4       | 1   |
|   | Managing Human Capital   | 4       | 1   |
|   | Business game : capstone global business simulation                              | 4       | 1   |
|   | Pitch Academy Seminar  | 2       | 1   |
|   | Elective 1   | 2       | 1   |
|   | Strategic management : principles and practice                                   | 7       | 1   |
|   | Financial Statement Analysis   | 5       | 1   |
|   | Corporate Social Responsibility  | 2       | 2   |
|   | Big data and business analytics  | 2       | 2   |
|   | Cost accounting & management control   | 4       | 2   |
|   | Information systems  | 4       | 2   |
|   | Project and operations management  | 4       | 2   |
|   | Legal environment & business decision making                                     | 4       | 2   |
|   | Business development and innovation  | 2       | 2   |
|   | Elective 2   | 2       | 2   |
|   | Elective 3   | 2       | 2   |
|   | Family Business  | 8       | 2   |
|   | French (Language Course)   | 5       | 2   |
| <b>Master 2<sup>nd</sup> year</b>                           |  |         |   |
| <b>MSc in Marketing Management</b>                          |  |         |   |
|   | Business Ethics for Marketers  | 2       | 1   |
|   | Consumer Centered Marketing  | 4       | 1   |
|   | International Marketing Strategy   | 4       | 1   |
|   | Integrated Marketing communication   | 4       | 1   |
|   | Strategic Brand Management   | 4       | 1   |
|   | Marketing Research & Methods   | 6       | 1   |
|   | SOCIAL-CULTURAL FRANCE   | 7       | 2   |
|   | ERASMUS - FLE  | 5       | 1   |
|   | Leadership   | 2       | 2   |
|   | Strategic Retail Management  | 4       | 2   |
|   | Luxury strategy & Innovation (Major 1 : Luxury and Fashion)                      | 4       | 2   |
|   | Global Luxury Operations (Major 1: Luxury and Fashion)                           | 4       | 2   |
|   | CRM for Luxury (Major 1: Luxury and Fashion)                                     | 4       | 2   |
|   | Digital Marketing for Luxury (Major 1: Luxury and Fashion)                       | 4       | 2   |
|   | Entertainment Marketing (Major 2: Entertainment & Services)                      | 4       | 2   |
|   | Services Marketing (Major 2: Entertainment & Services)                           | 4       | 2   |
|   | CRM for Entertainment & Services (Major 2: Entertainment & Services)             | 4       | 2   |
|   | Digital Marketing for Entertainment Services (Major 2: Entertainment & Services) | 4       | 2   |
|   | Family Business  | 8       | 2   |
|   | French as a Second Language  | 5       | 2   |

| ECTS CODE   | DESCRIPTION  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|---|--|---------|---|
| LLM in Law and Tax Management                         |  |         |   |
|   | Business Ethics for Lawyers                                      | 2       | 1   |
|   | Law & Strategy & Lobbying  | 4       | 1   |
|   | Drafting & Managing International contracts                      | 4       | 1   |
|   | Strategies in Litigation, Arbitration and ADR                    | 4       | 1   |
|   | Elective 1 *   | 3       | 1   |
|   | Elective 2 *   | 3       | 1   |
|   | Elective 3 *   | 3       | 1   |
|   | Socio-Cultural France  | 7       | 1   |
|   | French (Language Course)   | 5       | 1   |
|   | Practice of M&A  | 2       | 2   |
|   | Intellectual Property Rights in Globalised and Digital Economies | 4       | 2   |
|   | Capital Markets Law  | 2       | 2   |
|   | Managing risk, compliance and human rights, part 2               | 2       | 2   |
|   | Economics Analysis of Law  | 2       | 2   |
|   | International Tax Law  | 4       | 2   |
|   | Legal Practice & Research 2                                      | 2       | 2   |
|   | Leadership   | 2       | 2   |
|   | Family Business Law  | 2       | 2   |
|   | Family Business  | 8       | 2   |
|   | French (Language Course)   | 5       | 2   |
| MSc in Global Business                                |  |         |   |
|   | Procurement  | 4       | 1   |
|   | Corporate Strategy for International Business                    | 4       | 1   |
|   | International Business Law                                       | 2       | 1   |
|   | Negotiation  | 2       | 1   |
|   | International operations(including IS)                           | 4       | 1   |
|   | Performance and International Accounting                         | 2       | 1   |
|   | Research Methods for Business and Consulting                     | 2       | 1   |
|   | Illicit Business   | 2       | 1   |
|   | Business Ethics  | 2       | 1   |
|   | ERASMUS - FLE  | 5       | 1   |
| MSc in Strategy Consulting and Digital Transformation |  |         |   |
|   | Strategy & Business Modeling                                     | 4       | 1   |
|   | Mergers & Acquisitions & Strategic Alliances                     | 4       | 1   |
|   | Strategic Analysis & Critical Thinking                           | 4       | 1   |
|   | Financial Accounting & Reporting                                 | 4       | 1   |
|   | Business game capstone global business simulation                | 4       | 1   |
|   | Socio-Cultural France  | 7       | 1   |
|   | French (Language Course)   | 5       | 1   |
|   | <b>CONSULTING TRACK</b>  |         |   |
|   | Cracking Business Cases : Techniques & Capabilities              | 4       | 1   |
|   | Business Ethics for consultants                                  | 2       | 1   |
|   | <b>OR</b>  |         |   |
|   | <b>SABI TRACK</b>  |         |   |
|   | Strategy Definition & Competitive Intelligence                   | 4       | 1   |
|   | Innovation Management  | 2       | 1   |
|   | Digital Marketing Strategy                                       | 2       | 2   |
|   | Organizational Performance                                       | 4       | 2   |
|   | IT Strategy  | 2       | 2   |
|   | Operations Management  | 2       | 2   |
|   | Advanced Corporate Finance                                       | 4       | 2   |

| ECTS CODE  | DESCRIPTION   | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|--|---|---------|---|
|  | Change Management   | 2       | 2   |
|  | Family Business   | 8       | 2   |
|  | French (Language Course)  | 5       | 2   |
|  | Online Excel  | 2       | 2   |
|  | Online Financial accounting   | 2       | 2   |
|  | Strategy as Practice (elective)   | 2       | 2   |
|  | or  |         |   |
|  | Advanced EXCEL & INTRODUCTION TO VBA (elective)   | 2       | 2   |
|  | <b>CONSULTING TRACK</b>   |         |   |
|  | Operational Excellence  | 2       | 2   |
|  | <b>Or</b>   |         |   |
|  | <b>SABI TRACK</b>   |         |   |
|  | Global Risk Management  | 2       | 2   |
| <b>MSc in Entrepreneurship &amp; Innovation Management</b> |   |         |   |
|  | Creativity and Idea Generation  | 2       | 1   |
|  | Empowering you, as an Entrepreneur  | 1       | 1   |
|  | Design Thinking   | 1       | 1   |
|  | Lean Start - Up   | 2       | 1   |
|  | Business Model Design   | 1       | 1   |
|  | Financial Accounting for Start-Ups  | 3       | 1   |
|  | Legal & Tax Issues for Entrepreneurs  | 3       | 1   |
|  | Digital Marketing and Analytics (1)   | 2       | 1   |
|  | Marketing for Start-Ups   | 2       | 1   |
|  | Pitching Your Business (Assessment combined with Sem 2)   | 1       | 1   |
|  | Hiring and Managing Talent  | 1       | 1   |
|  | Project and Time Management   | 1       | 1   |
|  | The Reflective Learning Log (1)   | 1       | 1   |
|  | Journal & Tool Kit club 1 (Students taking optional certified course do not have to take this course) | 2       | 1   |
|  | Business Plan Writing (Blended Optional)  | 2       | 1   |
|  | Coding (optional)   | 0       | 1   |
|  | Explora(Competitive entry to optional certified course)   | 0       | 1   |
|  | Legal, Tax, IP Advisory Sessions (Optional)   | 0       | 1   |
|  | Sustainable Innovation (Competitive entry to optional certified course)                               | 2       | 1   |
|  | Socio-Cultural France   | 7       | 1   |
|  | French (Language Course)  | 5       | 1   |
|  | Intrapreneurship  | 1       | 2   |
|  | Empowering you, as an Entrepreneur  | 1       | 2   |
|  | Innovation Management   | 2       | 2   |
|  | Print and Digital Media Design  | 2       | 2   |
|  | Selling and Negotiation Skills  | 2       | 2   |
|  | Go-To-Market Strategies   | 2       | 2   |
|  | Scaling and Managing the Business   | 2       | 2   |
|  | Digital Marketing and Analytics(2)  | 2       | 2   |
|  | Financing the start-up  | 2       | 2   |
|  | Networking and Engaging Others  | 1       | 2   |
|  | Leading and Motivating the Start-Up Team  | 1       | 2   |
|  | The Reflective Learning Log (2) Credit applied in semester 1  | 2       | 2   |
|  | Journal & Tool Kit club 2 (Students taking optional certified course do not ha                        | 1       | 2   |
|  | Family Business   | 8       | 2   |
|  | French (Language Course)  | 5       | 2 or 1  |

| ECTS CODE                 | DESCRIPTION                                  | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|---------------------------|--|---------|---|
| MSc in Creative Business  |  |         |   |
|                           | Creative Economy and Innovative Businesses 1 | 2       | 1   |
|                           | Lifestyle Analysis and Social Practices      | 2       | 1   |
|                           | Arts Management and Public Policies 1        | 4       | 1   |
|                           | Entertainment Industry                       | 4       | 1   |
|                           | Innovative Finance & Law 1                   | 2       | 1   |
|                           | Philanthropy - Lobbying - Fundraising        | 4       | 1   |
|                           | Fashion -Food and Design                     | 2       | 1   |
|                           | Research Methods                             | 2       | 1   |
|                           | Business Ethics                              | 2       | 1   |
|                           | Socio-Cultural France                        | 7       | 1   |
|                           | French (Language Course)                     | 5       | 1 or 2  |
|                           | Social Innovation/Social Business            | 6       | 2   |
|                           | Global Justice and Human Rights              | 2       | 2   |
|                           | Arts Management and Public Policies 2        | 2       | 2   |
|                           | Innovative Finance & Law 2                   | 3       | 2   |
|                           | Management of Charitable Organisations       | 2       | 2   |
|                           | Media/Social Media & Development             | 3       | 2   |
|                           | Creative Entrepreneurship Development Model  | 2       | 2   |
|                           | Online course                                | 2       | 2   |
|                           | Family Business                              | 8       | 2   |
|                           | French (Language Course)                     | 5       | 2 or 1  |
| MSc in Management Studies |  |         |   |
|                           | COST & MANAGERIAL ACCOUNTING                 | 4       | 1   |
|                           | CORPORATE FINANCE                            | 4       | 1   |
|                           | ORGANISATIONAL BEHAVIOUR                     | 4       | 1   |
|                           | STRATEGIC MANAGEMENT                         | 4       | 1   |
|                           | RESEARCH METHODS                             | 2       | 1   |
|                           | BUSINESS ETHICS                              | 2       | 1   |
|                           | HUMAN RESOURCES MANAGEMENT                   | 4       | 1   |
|                           | Socio-Cultural France                        | 7       | 1   |
|                           | French (Language Course)                     | 5       | 1 or 2  |
|                           | DATA ANALYSIS                                | 4       | 2   |
|                           | DIGITAL INNOVATION                           | 2       | 2   |
|                           | PILLARS OF ORGANIZATIONAL EXCELLENCE         | 2       | 2   |
|                           | INTERNATIONAL BUSINESS LAW                   | 4       | 2   |
|                           | OPERATIONS & PROJECT MANAGEMENT              | 4       | 2   |
|                           | MARKETING MANAGEMENT & STRATEGY              | 4       | 2   |
|                           | MANAGEMENT, SENSE MAKING AND LEADERSHIP      | 2       | 2   |
|                           | Family Business                              | 8       | 2   |
|                           | French (Language Course)                     | 5       | 2 or 1  |

If you wish to consult the **general list of courses taught in French**: <http://www.edhec-business-school.com/programmes/degree-programmes/original-and-varied-academic-programmes-43990.kjsp?RH=1369295102496>

# EDHEC BBA Business School – Bachelor Program

Contact:

Ms. Anne-Charlotte Bernard, Academic Coordinator, International Relations Office

[anne-charlotte.bernard@edhec.edu](mailto:anne-charlotte.bernard@edhec.edu)

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE  | DESCRIPTION   | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring<br>Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|--|---|---------|--|
| Fall semester  |   |         |  |
| EDHEC BBA International Management with a foreign language, 2 <sup>nd</sup> year undergraduate                                       |   |         |  |
|  | International economics                                 | 3       | 1  |
|  | Managerial accounting                                   | 3       | 1  |
|  | Corporate finance                                       | 4       | 1  |
|  | International business including EU policy              | 3       | 1  |
|  | Business softwares II                                   | 3       | 1  |
|  | Personal project management and team management         | 3       | 1  |
|  | Marketing management                                    | 3       | 1  |
|  | Doing business in China ( <i>Nice campus</i> )          | 3       | 1  |
|  | Doing business in Latin America ( <i>Lille campus</i> ) | 3       | 1  |
| EDHEC BBA International Business Track, upper undergraduate  |   |         |  |
| 3396   | International Business Development Strategies           | 5.00    | 1  |
| 4008   | Advances in Strategic Management and Business game      | 5.00    | 1  |
| 3397   | Leadership  | 5.00    | 1  |
| 3400   | Entrepreneurship ( <i>Nice campus</i> )                 | 5.00    | 1  |
| 5173   | HRM for international entrepreneurs                     | 5.00    | 1  |
| 3398   | Operations Management : Purchasing and Supply Chain     | 5.00    | 1  |
| 3349   | English as a foreign language                           | 3.00    | 1 or 2   |
|  | <b>MINOR IN INTERNATIONAL FINANCE :</b>                 |         |  |
| 3402   | Multinational Financial Management                      | 5.00    | 1  |
| 4725   | Emerging Markets  | 5.00    | 1  |
| 4724   | Corporate Governance                                    | 5.00    | 1  |
|  | <b>MINOR IN INTERNATIONAL MARKETING :</b>               |         |  |
| 3401   | International Marketing                                 | 5.00    | 1  |
| 4726   | Services Marketing                                      | 5.00    | 1  |
| 4727   | Integrated Marketing Communication                      | 5.00    | 1  |
| <b>EDHEC BBA Management Studies, 4<sup>th</sup> year upper undergraduate / Hospitality and Management track (<i>Nice campus</i>)</b> |   |         | <b>26 ECTS</b>   |
|  | Business law  |         | 1  |
|  | Challenge   |         | 1  |
|  | Communication and event management                      |         | 1  |
|  | Digital marketing                                       |         | 1  |
|  | Luxury hotels and services                              |         | 1  |
|  | Managing art and cultural destination                   |         | 1  |
|  | Managing the international clientele                    |         | 1  |
|  | Operations management                                   |         | 1  |
|  | Services marketing and performance indicators           |         | 1  |
|  | Tourism marketing and destination branding              |         | 1  |
|  | Yield management  |         | 1  |
|  | French class / advanced level                           | 5.00    | 1  |



| ECTS CODE   | DESCRIPTION                                       | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|---|---|---------|---|
| Spring semester   |   |         |   |
| EDHEC BBA International Business Track, upper undergraduate |   |         |   |
|   | European Economic and Governance Issues           | 4.00    | 2   |
|   | Management in Multinational Corporations          | 4.00    | 2   |
|   | European Business Law                             | 4.00    | 2   |
|   | Corporate Social Responsibility                   | 4.00    | 2   |
|   | Operations Management : IT and Logistics          | 4.00    | 2   |
|   | Cross cultural Management                         | 4.00    | 2   |
|   | English as a foreign language                     | 3.00    | 1 or 2  |
|   | <b>MINOR IN INTERNATIONAL FINANCE:</b>            |         |   |
|   | Country Risk Analysis                             | 4.00    | 2   |
|   | Advanced Corporate Finance                        | 4.00    | 2   |
|   | International financial statement analysis        | 4.00    | 2   |
|   | <b>MINOR IN INTERNATIONAL MARKETING:</b>          |         |   |
|   | Brand Management                                  | 4.00    | 2   |
|   | Luxury industry                                   | 4.00    | 2   |
|   | Digital Marketing                                 | 4.00    | 2   |
|   | <b>MINOR IN INTERNATIONAL ENTREPRENEURSHIP</b>    |         |   |
|   | International entrepreneurship                    | 4.00    | 2   |
|   | Design thinking, innovation and intrapreneurship  | 4.00    | 2   |
|   | Lean start-up                                     | 4.00    | 2   |
| FOR INTERNATIONAL STUDENTS                                  |   |         |   |
|   | Contemporary French Business and Society *        | 5.00    | 1 or 2  |
|   | French language-beginner or intermediate level ** | 5.00    | 1 or 2  |

\* This course can only be chosen once (whether in the Fall or in the Spring semester)

\*\* Each level (Beginner or Intermediate can only be chosen once)

## IESEG - School of Management



Contact:

Mr. Pascal Ameye, Associate Director International Relations | International Exchange Programmes

[p.ameye@ieseg.fr](mailto:p.ameye@ieseg.fr)

**Fall semester = September - December; Spring semester = January - May**

| ECTS CODE                     | DESCRIPTION   | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------|---|---------|---|
| Bachelor 1 <sup>st</sup> year |   |         |   |
| ACCB1-CE01UE                  | FINANCIAL ACCOUNTING  | 3,50    | 1   |
| ACCB1-CE01UF                  | COMPTABILITE GENERALE ET FINANCIERE (Advanced French level required)        | 3,50    | 1   |
| DEVB1-CE02UE                  | EUROPEAN HISTORY  | 2,50    | 1   |
| DEVB1-CE02UF                  | HISTOIRE EUROPEENNE (Advanced French level required)                        | 2,50    | 1   |
| DEVB1-CE03UE                  | RELATIONAL EFFICIENCY THROUGH DRAMA   | 1,25    | 1   |
| DEVB1-CE08UF                  | ECRIRE POUR CONVAINCRE (Advanced French level required)                     | 1,50    | 1   |
| DEVB1-CE10UE                  | WORK SOCIOLOGY  | 2,00    | 1   |
| DEVB1-CE10UF                  | SOCIOLOGIE DU TRAVAIL (Advanced French level required)                      | 2,00    | 1   |
| ECOB1-CE01UE                  | MACROECONOMICS INDICATORS AND POLICIES                                      | 3,50    | 1   |
| ECOB1-CE01UF                  | INDICATEURS ET POLITIQUES MACROECONOMIQUES (Advanced French level required) | 3,50    | 1   |
| LANB1-CE02UG                  | GERMAN  | 1,50    | 1   |
| LANB1-CE03UC                  | CHINESE   | 1,50    | 1   |
| LANB1-CE04US                  | SPANISH   | 1,50    | 1   |
| LANB1-CE07US                  | ESPAÑOL PARA LA COMUNICACION  | 1,00    | 1   |
| LANB1-CE08UG                  | DEUTSCH FÜR KOMMUNIKATION   | 1,00    | 1   |
| LANB1-CE10UC                  | CHINESE FOR COMMUNICATION   | 1,00    | 1   |
| LAWB1-CE01UE                  | CIVIL LAW   | 3,50    | 1   |
| LAWB1-CE01UF                  | DROIT CIVIL (Advanced French level required)                                | 3,50    | 1   |
| MKTB1-CE01UE                  | INTRODUCTION TO MARKETING   | 2,50    | 1   |
| QMSB1-CE01UE                  | MATHEMATICS CALCULUS  | 4,50    | 1   |
| QMSB1-CE01UF                  | MATHEMATIQUES ANALYSE (Advanced French level required)                      | 4,50    | 1   |

|                                     |  |      |   |
|-------------------------------------|--|------|---|
| ACCB1-CE01UE                        |  | 3,50 | 2 |
| ACCB1-CE01UF                        | COMPTABILITE GENERALE ET FINANCIERE (Advanced French level required)   | 3,50 | 2 |
| DEVB1-CE02UE                        | EUROPEAN HISTORY   | 2,25 | 2 |
| DEVB1-CE02UF                        | HISTOIRE EUROPEENNE (Advanced French level required)                   | 2,25 | 2 |
| DEVB1-CE03UE                        | RELATIONAL EFFICIENCY THROUGH DRAMA                                    | 1,25 | 2 |
| DEVB1-CE08UE                        | WRITING TO CONVINCE  | 1,25 | 2 |
| DEVB1-CE08UF                        | ECRIRE POUR CONVAINCRE (Advanced French level required)                | 1,25 | 2 |
| DEVB1-CE10UE                        | WORK SOCIOLOGY   | 1,75 | 2 |
| DEVB1-CE10UF                        | SOCIOLOGIE DU TRAVAIL (Advanced French level required)                 | 1,75 | 2 |
| ECOB1-CE02UE                        | TOOLS FOR MICROECONOMICS ANALYSIS                                      | 3,50 | 2 |
| ECOB1-CE02UF                        | OUTILS DE L'ANALYSE MICROECONOMIQUE (Advanced French level required)   | 3,50 | 2 |
| ECOB1-CE03UE                        | INTERNATIONAL ECONOMICS AND EXCHANGES                                  | 2,00 | 2 |
| ECOB1-CE03UF                        | ECONOMIE INTERNATIONALE ET ECHANGES (Advanced French level required)   | 2,00 | 2 |
| LANB1-CE12UG                        | ALLEMAND 2   | 1,50 | 2 |
| LANB1-CE13UC                        | CHINOIS 2  | 1,50 | 2 |
| LANB1-CE14US                        | ESPAGNOL 2   | 1,50 | 2 |
| LANB1-CE17US                        | ESPANOL PARA LA COMUNICACION 2   | 1,00 | 2 |
| LANB1-CE18UG                        | DEUTSCH FUR KOMMUNIKATION 2  | 1,00 | 2 |
| LANB1-CE20UC                        | CHINOIS POUR LA COMMUNICATION 2  | 1,00 | 2 |
| LAWB1-CE02UE                        | CIVIL LAW 2  | 1,75 | 2 |
| LAWB1-CE02UF                        | DROIT CIVIL 2 (Advanced French level required)                         | 1,75 | 2 |
| MKTB1-CE01UE                        | INTRODUCTION TO MARKETING  | 2,00 | 2 |
| QMSB1-CE02UE                        | DESCRIPTIVE STATISTICS (includes elearning for Excel training)         | 3,50 | 2 |
| QMSB1-CE02UF                        | STATISTIQUE DESCRIPTIVE (includes elearning for Excel training)        | 3,50 | 2 |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |      |   |
| ACCB2-CE02UE                        | ADVANCED FINANCIAL ACCOUNTING  | 3,50 | 1 |
| ACCB2-CE02UF                        | COMPTABILITE FINANCIERE APPROFONDIE (Advanced French level required)   | 3,50 | 1 |
| DEVB2-CE01UF                        | AMS3 : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT                        | 0,75 | 1 |
| ECOB2-CE02UE                        | CONTEMPORARY INTERNATIONAL ECONOMICS                                   | 2,00 | 1 |
| ECOB2-CE02UF                        | ECONOMIE INTERNATIONALE CONTEMPORAINE (Advanced French level required) | 2,00 | 1 |
| ECOB2-CE05UE                        | ADVANCED MICROECONOMICS  | 2,00 | 1 |
| ECOB2-CE05UF                        | MICROECONOMIE AVANCÉE (Advanced French level required)                 | 2,00 | 1 |
| FINB2-CE01UE                        | FINANCE FUNDAMENTALS   | 2,50 | 1 |
| HRMB2-CE01UE                        | FUNDAMENTALS OF HUMAN BEHAVIORS  | 2,75 | 1 |
| LANB2-CE01UE                        | ENGLISH FOR BUSINESS   | 2,00 | 1 |
| LANB2-CE02UG                        | GERMAN   | 1,50 | 1 |
| LANB2-CE03UC                        | CHINESE  | 1,50 | 1 |
| LANB2-CE04UC                        | CHINESE FOR COMMUNICATION  | 1,00 | 1 |
| LANB2-CE04US                        | SPANISH  | 1,50 | 1 |
| LANB2-CE06UE                        | ENGLISH FOR DEBATING   | 1,00 | 1 |
| LANB2-CE08US                        | ESPANOL PARA LA COMUNICACION   | 1,00 | 1 |
| LANB2-CE09UG                        | DEUTSCH FUR KOMMUNIKATION  | 1,00 | 1 |
| LAWB2-CE01UE                        | BUSINESS LAW   | 3,50 | 1 |
| LAWB2-CE01UF                        | DROIT DES AFFAIRES (Advanced French level required)                    | 3,50 | 1 |

|                               |   |      |   |
|-------------------------------|---|------|---|
| MISB2-CE01UE                  | INTRODUCTION TO INFORMATION SYSTEMS   | 2,00 | 1 |
| MKTB2-CE01UE                  | MARKETING MANAGEMENT  | 3,25 | 1 |
| NEGB2-CE01UE                  | SALES TECHNIQUES  | 1,75 | 1 |
| NEGB2-CE01UF                  | TECHNIQUES DE VENTE (Advanced French level required)  | 1,75 | 1 |
| OPSB2-CE01UE                  | INTRODUCTION TO OPERATIONS MANAGEMENT   | 2,00 | 1 |
| QMSB2-CE03UE                  | INFERENTIAL STATISTICS  | 4,50 | 1 |
| QMSB2-CE03UF                  | STATISTIQUES INFERENTIELLES (Advanced French level required)  | 4,50 | 1 |
| STRB2-CE01UE                  | BUSINESS ETHICS   | 2,00 | 1 |
| DEVB2-CE01UF                  | AMS3 : APPRENTISSAGE DU MANAGEMENT PAR LE SPORT   | 0,75 | 2 |
| DEVB2-CS03UE                  | INTERPERSONAL COMMUNICATION   | 0,75 | 2 |
| DEVB2-CS03UF                  | COMMUNICATION INTERPERSONNELLE (Advanced French Level required)   | 0,75 | 2 |
| ECOB2-CE02UE                  | CONTEMPORARY INTERNATIONAL ECONOMICS  | 2,00 | 2 |
| ECOB2-CE03UE                  | CONJUNCTURE AND ECONOMIC FLUCTUATIONS   | 2,25 | 2 |
| FINB2-CE02UE                  | FINANCIAL ANALYSIS  | 3,75 | 2 |
| HRMB2-CE01UE                  | FUNDAMENTALS OF HUMAN BEHAVIORS   | 3,00 | 2 |
| LANB2-CE05UC                  | CHINOIS POUR LA COMMUNICATION 4   | 0,75 | 2 |
| LANB2-CE06UE                  | ENGLISH FOR DEBATING  | 1,00 | 2 |
| LANB2-CE09US                  | ESPANOL PARA LA COMUNICACION 4  | 0,75 | 2 |
| LANB2-CE10UG                  | DEUTSCH FUR KOMMUNIKATION 4   | 0,75 | 2 |
| LANB2-CE11UE                  | ENGLISH FOR BUSINESS 4  | 1,50 | 2 |
| LANB2-CE12UG                  | ALLEMAND 4  | 1,50 | 2 |
| LANB2-CE13UC                  | CHINOIS 4   | 1,50 | 2 |
| LANB2-CE14US                  | ESPAGNOL 4  | 1,50 | 2 |
| LAWB2-CE01UE                  | BUSINESS LAW  | 3,25 | 2 |
| MISB2-CE01UE                  | INTRODUCTION TO INFORMATION SYSTEMS   | 2,00 | 2 |
| MKTB2-CE01UE                  | MARKETING MANAGEMENT  | 4,00 | 2 |
| NEGB2-CE01UE                  | SALES TECHNIQUES  | 2,00 | 2 |
| NEGB2-CE01UF                  | TECHNIQUES DE VENTE (Advanced French level required)  | 2,00 | 2 |
| OPSB2-CE01UE                  | INTRODUCTION TO OPERATIONS MANAGEMENT   | 2,00 | 2 |
| QMSB2-CE04UE                  | INTRODUCTION TO DATA ANALYSIS   | 1,50 | 2 |
| QMSB2-CE05UE                  | INTRODUCTION TO ECONOMETRICS  | 1,50 | 2 |
| QMSB2-CE06UE                  | INTRODUCTION TO OPTIMISATION METHODS  | 1,50 | 2 |
| Bachelor 3 <sup>rd</sup> year |   |      |   |
| ACCB3-CE08UE                  | PERFORMANCE MANAGEMENT  | 4,50 | 1 |
| ACCB3-EE11UE                  | RISK MANAGEMENT AND INTERNAL CONTROL  | 2,00 | 1 |
| DEVB3-EE13UE                  | INDIA TODAY   | 2,00 | 1 |
| DEVB3-EE16UF                  | TOURISME DURABLE ET RESPONSIBLE (Advanced French level required)  | 2,00 | 1 |
| DEVB3-EE56UF                  | CREA LAB IESEG: CREATIVITE & INNOVATION (Advanced French level required)  | 2,00 | 1 |
| DEVBB3CS01UE                  | CHAIRING AND PARTICIPATING IN MEETINGS  | 1,00 | 1 |
| ECOB3-EE03UF                  | CROISSANCE ECONOMIQUE ET DECISIONS STRATEGIQUES (Advanced French level required)  | 2,00 | 1 |
| ECOB3-EE08UF                  | JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFIL DE L'ETHIQUE DE L'ECONOMIE DE MARCHE (Advanced French level required) | 2,00 | 1 |
| ECOB3-EE14UF                  | ECONOMIE DE LA FONCTIONNALITE : NOUVEAUX MODELES ECONOMIQUES (Advanced French level required)                             | 2,00 | 1 |
| FINB3-CE02UE                  | FINANCIAL MARKETS   | 3,00 | 1 |

|              |  |      |   |
|--------------|--|------|---|
| FINB3-EE11UF | GESTION DE PATRIMOINE (Advanced French level required)   | 2,00 | 1 |
| FINBB3CE01UE | APPLIED CORPORATE FINANCE  | 3,00 | 1 |
| HRMB3-CE03UE | INTRODUCTION TO HUMAN RESOURCE MANAGEMENT  | 2,50 | 1 |
| HRMB3-CE04UE | FUNDAMENTALS OF ORGANIZATION   | 2,00 | 1 |
| HRMB3-EE05UE | TOOLS FOR EFFECTIVE PEOPLE MANAGEMENT  | 2,00 | 1 |
| HRMBB3CE01UE | MANAGEMENT SKILLS  | 3,00 | 1 |
| ITCB3-EE06US | EL MUNDO LATINO AMERICANO  | 2,00 | 1 |
| ITCB3-EE09UE | CULTURAL REVERSAL SHOCK  | 2,00 | 1 |
| LANB3-CE01UG | GERMAN   | 1,50 | 1 |
| LANB3-CE02UC | CHINESE  | 1,50 | 1 |
| LANB3-CE03US | SPANISH  | 1,50 | 1 |
| LANB3-EE23UE | PREPARATION FOR TOEFL  | 2,00 | 1 |
| LAWB3-CE05UE | ADVANCED BUSINESS LAW  | 1,50 | 1 |
| LAWB3-EE05UF | DROIT DU TRAVAIL (Advanced French level required)  | 2,00 | 1 |
| MISB3-CE01UE | MANAGEMENT OF INFORMATION SYSTEMS  | 3,50 | 1 |
| MISB3-EE07UE | DIGITAL TRANSFORMATION: DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES   | 2,00 | 1 |
| MKTB3-EE07UF | NOUVELLES TENDANCES MARKETING (Advanced French level required)   | 2,00 | 1 |
| MKTB3-EE20UE | GLOBAL BRAND MANAGEMENT  | 2,00 | 1 |
| MKTB3-EE30UE | WEB MARKETING  | 2,00 | 1 |
| MKTB3-EE36UE | DIGITAL AND MOBILE MARKETING   | 2,00 | 1 |
| MKTB3-EE39UE | RETAIL PANELS  | 2,00 | 1 |
| NEGB3-CE07UE | INTRODUCTION TO NEGOTIATION  | 1,50 | 1 |
| NEGB3-EE06UE | THE INTERNATIONAL PURCHASER TODAY: TRAINING, EXPERIENCE AND CHALLENGES   | 2,00 | 1 |
| NEGBB3CE01UE | SALES MANAGEMENT   | 3,00 | 1 |
| OPSB3-CE05UE | INDUSTRIAL REALITIES   | 2,00 | 1 |
| OPSB3-EE03UF | LE CONTROLE QUALITE : METHODES ET INTERPRETATIONS (Advanced French level required)                                       | 2,00 | 1 |
| OPSB3-EE07UF | METHODES D'OPTIMISATION NON LINEAIRE ET APPLICATIONS (Advanced French level required)                                    | 2,00 | 1 |
| QMSB3-CE03UE | INTERMEDIATE DATA ANALYSIS   | 2,00 | 1 |
| QMSB3-CE04UE | INTERMEDIATE ECONOMETRICS  | 2,00 | 1 |
| QMSB3-CE05UE | INTERMEDIATE OPTIMIZATION METHODS  | 2,00 | 1 |
| STRB3-EE02UF | LES GRANDS DIRIGEANTS (Advanced French level required)   | 2,00 | 1 |
| STRB3-EE04UF | INNOVATION & ENTREPRENEURIAT SOCIAL (Advanced French level required)   | 2,00 | 1 |
| STRBB3CE01UE | FUNDAMENTALS OF STRATEGY   | 3,00 | 1 |
| ACCB3-EE12UF | MISSION CONTROLE DE GESTION (Advanced French level required)   | 2,00 | 2 |
| DEVB3-CS02UE | PUBLIC SPEAKING  | 0,75 | 2 |
| DEVB3-CS02UF | PRISE DE PAROLE EN PUBLIC (Advanced French level required)   | 0,75 | 2 |
| DEVB3-EE12UE | GEOPOLITICS IN ASIA : RISKS AND OPPORTUNITIES  | 2,00 | 2 |
| DEVB3-EE39US | NEGOCIOS Y DEPORTE   | 2,00 | 2 |
| DEVB3-EE51UF | INTELLIGENCE ECONOMIQUE ET STRATEGIQUE (Advanced French level required)  | 2,00 | 2 |
| DEVB3-EE52UF | EUROPE ET MONDIALISATION:QUELLES CONSEQUENCES POUR LES ENTREPRISES? (Advanced French level required)                     | 2,00 | 2 |
| ECOB3-EE06UF | ENTREPRISE ET DEVELOPPEMENT DURABLE (Advanced French level required)   | 2,00 | 2 |
| ECOB3-EE08UF | JUSTICE SOCIALE ET EFFICACITE ECONOMIQUE : LE DEFI DE L'ETHIQUE DE L'ECONOMIE DE MARCHE (Advanced French level required) | 2,00 | 2 |
| FINB3-CE01UE | CORPORATE FINANCE  | 3,00 | 2 |

|                                   |  |      |   |
|-----------------------------------|--|------|---|
| FINB3-EE14UE                      | FUNDAMENTALS OF FINANCIAL DERIVATIVES  | 2,00 | 2 |
| HRMB3-CE03UE                      | INTRODUCTION TO HUMAN RESOURCE MANAGEMENT  | 2,25 | 2 |
| HRMB3-CE04UE                      | FUNDAMENTALS OF ORGANIZATION   | 2,25 | 2 |
| HRMB3-EE05UE                      | TOOLS FOR EFFECTIVE PEOPLE MANAGEMENT  | 2,00 | 2 |
| ITCB3-EE02US                      | EL MUNDO HISPANO   | 2,00 | 2 |
| LANB3-CE11UG                      | ALLEMAND 6   | 1,50 | 2 |
| LANB3-CE12UC                      | CHINOIS 6  | 1,50 | 2 |
| LANB3-CE13US                      | ESPAGNOL 6   | 1,50 | 2 |
| LANB3-EE22UE                      | BRITISH CULTURE AND CIVILISATION   | 2,00 | 2 |
| LANB3-EE23UE                      | PREPARATION FOR TOEFL  | 2,00 | 2 |
| MISB3-CE01UE                      | MANAGEMENT OF INFORMATION SYSTEMS  | 3,50 | 2 |
| MKTB3-CE23UE                      | MARKET RESEARCH  | 3,50 | 2 |
| MKTB3-EE18UF                      | NOUVELLES TENDANCES DE COMMUNICATION (Advanced French level required)                                | 2,00 | 2 |
| MKTB3-EE20UE                      | GLOBAL BRAND MANAGEMENT  | 2,00 | 2 |
| MKTB3-EE35UE                      | MARKETING TOOLS AND QUANTITATIVE ANALYSIS  | 2,00 | 2 |
| MKTB3-EE36UE                      | DIGITAL AND MOBILE MARKETING   | 2,00 | 2 |
| NEGB3-CS01UE                      | INTRODUCTION TO NEGOTIATION  | 1,50 | 2 |
| OPSB3-CE05UE                      | INDUSTRIAL REALITIES   | 2,00 | 2 |
| OPSB3-EE04UF                      | PLANIFICATION ET ORDONNANCEMENT DE LA PRODUCTION (Advanced French level required)                    | 2,00 | 2 |
| QMSB3-CE07UE                      | ADVANCED ECONOMETRICS  | 1,50 | 2 |
| QMSB3-CE08UE                      | ADVANCED DATA ANALYSIS   | 1,50 | 2 |
| QMSB3-CE09UE                      | ADVANCED OPTIMIZATION METHODS  | 1,50 | 2 |
| STRB3-CE01UE                      | FUNDAMENTALS OF STRATEGY   | 2,25 | 2 |
| <b>FOR EXCHANGE STUDENTS ONLY</b> |  |      |   |
| ACCIN-EI03UE                      | MANAGERIAL TOOLS FOR DECISION MAKING   | 2,00 | 1 |
| ACCIN-EI04UE                      | ADVANCED FINANCIAL ANALYSIS  | 2,00 | 1 |
| DEVIN-EI05US                      | NEGOCIOS Y DEPORTE   | 2,00 | 1 |
| FININ-EI05AE                      | MONEY AND CAPITAL MARKETS  | 2,00 | 1 |
| FININ-EI05BE                      | CORPORATE FINANCIAL MANAGEMENT   | 2,00 | 1 |
| HRMIN-EI02UE                      | KICKSTARTING YOUR CAREER   | 2,00 | 1 |
| HRMIN-EI05AE                      | FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR   | 2,00 | 1 |
| HRMIN-EI05BE                      | FUNDAMENTALS OF MANAGEMENT 2 - HRM   | 2,00 | 1 |
| ITCIN-EI05AE                      | FRENCH CULTURE   | 2,00 | 1 |
| ITCIN-EI05BE                      | INTERCULTURAL COMMUNICATION  | 2,00 | 1 |
| LANIN-EI19UF                      | ACT IN FRENCH (B2 level required)  | 2,00 | 1 |
| LANIN-OE01UF                      | FRENCH COMPLETE BEGINNER A1.1 (REGISTRATION WITH FRENCH TEST ONLY)                                   | 2,00 | 1 |
| LANIN-OE02UF                      | FRENCH PRE INTERMEDIATE A2 (REGISTRATION WITH FRENCH TEST ONLY)                                      | 3,00 | 1 |
| LANIN-OE03UF                      | FRENCH INTERMEDIATE B1 (REGISTRATION WITH FRENCH TEST ONLY)  | 3,00 | 1 |
| LANIN-OE04UF                      | BUSINESS FRENCH B2 (REGISTRATION WITH FRENCH TEST ONLY)  | 3,00 | 1 |
| LANIN-OE05UF                      | DECOUVERTE DE LA FRANCE SOUS LES ASPECTS INSTITUTIONNELS, ECONOMIQUES, CULTURELS (B1 level required) | 2,00 | 1 |
| LANIN-OE06UF                      | PREPARATION AU DELF B1 ET B2 (B1 or B2 level required)   | 2,00 | 1 |
| LANIN-OE15UF                      | BIEN PRONONCER LE FRANCAIS / FRENCH PRONUNCIATION (A1/A1.1 level required)                           | 1,00 | 1 |
| LANIN-OE17UF                      | FRENCH UPPER BEGINNER A1 (REGISTRATION WITH FRENCH TEST ONLY)  | 2,00 | 1 |
| LANIN-OE20UF                      | PREPARATION AU DELF A1 ET A2 (A1 or A2 level required)   | 2,00 | 1 |



|  |  |      |   |
|--|--|------|---|
| MKTIN-EI06UE                                       | DIGITAL STRATEGY   | 2,00 | 1 |
| MKTIN-EI08UE                                       | CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES  | 2,00 | 1 |
| MKTIN-EI10AE                                       | GLOBAL BRAND MANAGEMENT  | 2,00 | 1 |
| MKTIN-EI10BE                                       | PRODUCT MANAGEMENT   | 2,00 | 1 |
| MKTIN-EI10CE                                       | STRATEGIC MARKETING  | 2,00 | 1 |
| MKTIN-EI14UE                                       | WEB MARKETING  | 2,00 | 1 |
| NEGIN-EI03UE                                       | APPLIED NEGOTIATION ESSENTIALS   | 2,00 | 1 |
| ACCIN-EI02UE                                       | MANAGEMENT CONTROL   | 2,00 | 2 |
| DEVIN-EI07UE                                       | CONTEMPORARY FRENCH BUSINESS & SOCIETY   | 2,00 | 2 |
| FININ-EI05AE                                       | MONEY AND CAPITAL MARKETS  | 2,00 | 2 |
| FININ-EI05BE                                       | CORPORATE FINANCIAL MANAGEMENT   | 2,00 | 2 |
| HRMIN-EI05AE                                       | FUNDAMENTALS OF MANAGEMENT 1 - ORGANISATIONAL BEHAVIOR   | 2,00 | 2 |
| HRMIN-EI05BE                                       | FUNDAMENTALS OF MANAGEMENT 2 - HRM   | 2,00 | 2 |
| LANIN-EI19UF                                       | ACT IN FRENCH (B2 level required)  | 2,00 | 2 |
| LANIN-OE01UF                                       | FRENCH COMPLETE BEGINNER A1.1 (REGISTRATION WITH FRENCH TEST ONLY)                                   | 2,00 | 2 |
| LANIN-OE02UF                                       | FRENCH PRE INTERMEDIATE A2 (REGISTRATION WITH FRENCH TEST ONLY)                                      | 3,00 | 2 |
| LANIN-OE03UF                                       | FRENCH INTERMEDIATE B1 (REGISTRATION WITH FRENCH TEST ONLY)  | 3,00 | 2 |
| LANIN-OE05UF                                       | DECOUVERTE DE LA FRANCE SOUS LES ASPECTS INSTITUTIONNELS, ECONOMIQUES, CULTURELS (B1 level required) | 2,00 | 2 |
| LANIN-OE06UF                                       | PREPARATION AU DELF B1 ET B2 (B1 or B2 level required)   | 2,00 | 2 |
| LANIN-OE14UF                                       | BUSINESS FRENCH 2 B2 (REGISTRATION WITH FRENCH TEST ONLY)  | 3,00 | 2 |
| LANIN-OE15UF                                       | BIEN PRONONCER LE FRANCAIS (A1/A1.1 level required)  | 1,00 | 2 |
| LANIN-OE17UF                                       | FRENCH UPPER BEGINNER A.1 (REGISTRATION WITH FRENCH TEST ONLY)                                       | 2,00 | 2 |
| LANIN-OE18UF                                       | COUP DE PINCEAU MADE IN FRENCH (A2 level required)   | 2,00 | 2 |
| LANIN-OE19UF                                       | BECOME A FRENCH WEB-RADIO PRESENTER (A2 level required)  | 2,00 | 2 |
| LANIN-OE20UF                                       | PREPARATION AU DELF A1 ET A2 (A1 or A2 level required)   | 2,00 | 2 |
| MISIN-EI02UE                                       | DIGITAL REVOLUTION : DISRUPTIONS IN OUR SOCIETIES AND ECONOMIES                                      | 2,00 | 2 |
| MKTIN-EI09UE                                       | INTERNATIONAL COMMUNICATION STRATEGY   | 2,00 | 2 |
| MKTIN-EI13AE                                       | GLOBAL BRAND MANAGEMENT  | 2,00 | 2 |
| MKTIN-EI13CE                                       | CONSUMER BEHAVIOR : NEW TRENDS AND TENDENCIES  | 2,00 | 2 |
| Master 1 <sup>st</sup> year & 2 <sup>nd</sup> year |  |      |   |
| ACCMA-EE06UF                                       | CONTRÔLE DE GESTION APPROFONDI (Advanced French level required)                                      | 2,00 | 1 |
| ACCMA-EE10UF                                       | FISCALITE DES PERSONNES (Advanced French level required)   | 2,00 | 1 |
| ACCMA-EE24UF                                       | TECHNIQUES COMPTABLES APPROFONDIES I (Advanced French level required)                                | 2,00 | 1 |
| ACCMA-EE33UF                                       | LE REFERENTIEL COMPTABLE INTERNATIONAL IAS/IFRS (Advanced French level required)                     | 2,00 | 1 |
| ACCMA-EI27UE                                       | INFORMATION SYSTEMS AUDIT  | 2,00 | 1 |
| ACCMA-EI36UE                                       | OPERATIONAL AUDITING   | 2,00 | 1 |
| ACCMA-EI52UE                                       | STRATEGIC ADVANTAGES OF CSR INITIATIVES  | 2,00 | 1 |
| ACCMA-PI16UE                                       | MANAGERIAL ACCOUNTING: FINANCIAL DECISION TOOLS  | 2,00 | 1 |
| DEVMA-EE01UF                                       | MANAGER IN VIVO (Advanced French level required)   | 2,00 | 1 |
| ENTMA-EI11UE                                       | NON-GOVERNMENTAL ORGANIZATIONS, HUMANITARIAN ACTION AND INTERNATIONAL DEVELOPMENT                    | 2,00 | 1 |
| ENTMA-EI18UE                                       | ORGANIZATION AND MANAGEMENT: THINK DIFFERENT TO BUILD A NEW WORLD                                    | 2,00 | 1 |
| ENTMA-EI19UE                                       | NEW PRODUCT CREATION & DIFFUSION   | 2,00 | 1 |
| ENTMA-EI29UE                                       | PUBLIC POLICY AND ENTREPRENEURSHIP IN AN INTERNATIONAL CONTEXT : IMPACTS FOR ENTREPRENEURS AND SME'S | 2,00 | 1 |

|              |  |      |   |
|--------------|--|------|---|
| FINMA-EI10UE | INTERNATIONAL FINANCE  | 2,00 | 1 |
| FINMA-EI25UE | CORPORATE GOVERNANCE: A FINANCIAL PERSPECTIVE                  | 2,00 | 1 |
| FINMA-EI57UE | ETHICS IN FINANCE  | 2,00 | 1 |
| FINMA-EI83UE | INTERNATIONAL REAL ESTATE INVESTING                            | 2,00 | 1 |
| FINMA-EI93UE | COMPLIANCE IN THE FINANCIAL INDUSTRY                           | 2,00 | 1 |
| HRMMA-EI02UE | STRUCTURES AND ORGANIZATIONAL DESIGN IN INTERNATIONAL CONTEXTS | 2,00 | 1 |
| HRMMA-EI03UE | STRESS MANAGEMENT  | 2,00 | 1 |
| HRMMA-EI05UE | AUTHENTIC LEADERSHIP DEVELOPMENT                               | 2,00 | 1 |
| HRMMA-EI11UE | STRATEGIC HUMAN RESOURCE MANAGEMENT                            | 2,00 | 1 |
| HRMMA-EI20UE | MANAGING EMPLOYEE TURNOVER AND RETENTION                       | 2,00 | 1 |
| HRMMA-EI21UE | EMPLOYEE PERFORMANCE MANAGEMENT                                | 2,00 | 1 |
| HRMMA-FI23UE | TALENTS MANAGEMENT   | 2,00 | 1 |
| HRMMA-PI29UE | MANAGING TEAMS   | 2,00 | 1 |
| IBEMA-EE10UE | EUROPEAN INTEGRATION: MECHANISM & IMPLICATIONS                 | 2,00 | 1 |
| IBEMA-EI33UE | INDUSTRY CHANGE AND INNOVATION MANAGEMENT                      | 2,00 | 1 |
| IBEMA-EI36UE | EFFICIENCY AND BENCHMARKING IN BANKING                         | 2,00 | 1 |
| IBEMA-EI57UE | AN INTERNATIONAL COMPARISON OF HEALTH CARE SYSTEMS             | 2,00 | 1 |
| IBEMA-EI69UE | NETWORKS, CROWDS & MARKETS                                     | 2,00 | 1 |
| IBEMA-EI78UE | CORPORATE AND COUNTRY RISKS STRATEGY                           | 2,00 | 1 |
| IBEMA-FI74UE | MANAGERIAL ECONOMICS   | 2,00 | 1 |
| IBEMA-FE80UE | GLOBAL ECONOMICS   | 2,00 | 1 |
| LANMA-EE14US | PREPARACION PARA DELE (B2 level required)                      | 2,00 | 1 |
| MISMA-EI13UE | HUMAN COMPUTER INTERACTION: WEBSITE DESIGN                     | 2,00 | 1 |
| MISMA-EI16UE | STRATEGY DYNAMICS AND MODELLING                                | 2,00 | 1 |
| MISMA-EI42UE | MANAGING THE NET I: UNDERSTANDING ON-LINE BUSINESS             | 2,00 | 1 |
| MISMA-EI43UE | SOCIAL NETWORK ANALYSIS: HOW TO APPROACH BUSINESS 2.0          | 2,00 | 1 |
| MISMA-EI51UE | SAP FOR BUSINESS PROCESS MANAGEMENT                            | 2,00 | 1 |
| MISMA-EI55UE | OPEN INNOVATION AND CROWDSOURCING                              | 2,00 | 1 |
| MISMA-EI62UE | CYBERSECURITY RISK MANAGEMENT                                  | 2,00 | 1 |
| MISMA-FI02UE | BUSINESS ANALYSIS  | 2,00 | 1 |
| MISMA-FI56UE | EXCEL EXPERT LEVEL   | 2,00 | 1 |
| MKTMA-EE05UE | CROSS CULTURAL MARKETING                                       | 2,00 | 1 |
| MKTMA-EE79UE | NEUROMARKETING   | 2,00 | 1 |
| MKTMA-EI09UE | ENVIRONMENTAL MARKETING  | 2,00 | 1 |
| MKTMA-EI103E | SALES FORECASTING  | 2,00 | 1 |
| MKTMA-EI13UE | INTERNATIONAL MARKETING  | 2,00 | 1 |
| MKTMA-EI19UE | MARKETING STRATEGY SIMULATION GAME                             | 2,00 | 1 |
| MKTMA-EI21UE | PRODUCT DESIGN AND INNOVATION LEVEL 1                          | 2,00 | 1 |
| MKTMA-EI23UE | RETAIL MARKETING STRATEGY                                      | 2,00 | 1 |
| MKTMA-EI26UE | SERVICES MARKETING   | 2,00 | 1 |
| MKTMA-EI33UE | SPORT MARKETING  | 2,00 | 1 |
| MKTMA-EI34UE | INTEGRATED MARKETING COMMUNICATION STRATEGY                    | 2,00 | 1 |
| MKTMA-EI45UE | INTERNATIONAL MARKETING IN EMERGING MARKETS                    | 2,00 | 1 |
| MKTMA-EI46UE | BUSINESS TO BUSINESS MARKETING                                 | 2,00 | 1 |
| MKTMA-EI50UE | SOCIAL MEDIA MARKETING   | 2,00 | 1 |

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|--------------|---|------|---|
| MKTMA-EI51UE | CRM IN SMALL BUSINESS   | 2,00 | 1 |
| MKTMA-EI54UE | PERSUASION IN MARKETING COMMUNICATION                         | 2,00 | 1 |
| MKTMA-EI59UE | INTERNATIONAL MARKETING STRATEGY SIMULATION                   | 2,00 | 1 |
| MKTMA-EI69UE | WEB ANALYTICS   | 2,00 | 1 |
| MKTMA-EI75UE | VIRAL MARKETING:FROM WORD OF MOUTH TO SOCIAL MEDIA            | 2,00 | 1 |
| MKTMA-EE76UE | ADVERTISING AND COMMUNICATIONS STRATEGY                       | 2,00 | 1 |
| MKTMA-EI77UE | OFFLINE BRAND COMMUNICATIONS                                  | 2,00 | 1 |
| MKTMA-EI78UE | CORPORATE SOCIAL RESPONSIBILITY & MARKETING                   | 2,00 | 1 |
| MKTMA-EI81UE | DIGITAL MARKETING FOR MOBILE DEVICES                          | 2,00 | 1 |
| MKTMA-EI89UE | PRICING IN MARKETING  | 2,00 | 1 |
| MKTMA-EI90UE | EVENT MARKETING   | 2,00 | 1 |
| MKTMA-EI92UE | BRAND COMMUNICATION STRATEGY                                  | 2,00 | 1 |
| MKTMA-EI97UE | MARKETING TO THE NEW CONSUMER (not scheduled yet)             | 2,00 | 1 |
| MKTMA-PE04UE | CRM / CUSTOMER RELATIONSHIP MANAGEMENT                        | 2,00 | 1 |
| MKTMA-PI32UE | IMPROVING BRAND VALUES (not scheduled yet)                    | 2,00 | 1 |
| MKTMA-PI71UE | SEARCH ENGINE MARKETING & ONLINE ADVERTISING (PPC & SEO)      | 2,00 | 1 |
| NEGMA-EE07UE | BUSINESS ENGLISH FOR NEGOTIATION                              | 2,00 | 1 |
| NEGMA-EI04UE | NEGOTIATION AND PURCHASING IN AN INTERNATIONAL ENVIRONMENT    | 2,00 | 1 |
| NEGMA-EI10UE | INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION            | 2,00 | 1 |
| NEGMA-EI11UE | KEY CUSTOMER RELATIONS MANAGEMENT                             | 2,00 | 1 |
| NEGMA-EI18UE | CROSS-CULTURAL RELATIONSHIP MARKETING AND NEGOTIATIONS        | 2,00 | 1 |
| NEGMA-EI26UE | BUSINESS ETHICS IN COMMERCE                                   | 2,00 | 1 |
| NEGMA-EI29UE | CULTURE AND NEGOTIATION STRATEGIES                            | 2,00 | 1 |
| NEGMA-EI31UE | DECISION-MAKING FOR MANAGERS                                  | 2,00 | 1 |
| NEGMA-EI33UE | STRATEGIC PURCHASING  | 2,00 | 1 |
| NEGMA-EI36UE | PURCHASING IN PRACTICE  | 2,00 | 1 |
| NEGMA-EI43UE | NEGOTIATION CONTRACTS AND LAW                                 | 2,00 | 1 |
| NEGMA-EI45UE | PRINCIPLES OF PUBLIC INTERNATIONAL LAW                        | 2,00 | 1 |
| NEGMA-EI46UE | PRINCIPLES OF INTERNATIONAL TRADE AND INVESTMENT LAW          | 2,00 | 1 |
| NEGMA-EI47UE | INTRODUCTION TO INTERNATIONAL ARBITRATION                     | 2,00 | 1 |
| OPSMa-EI05UE | E LEAN PRODUCTION PRINCIPLES                                  | 2,00 | 1 |
| OPSMa-EI33UE | HEALTH CARE SERVICE MANAGEMENT                                | 2,00 | 1 |
| OPSMa-EI45UE | INVENTORY MANAGEMENT  | 2,00 | 1 |
| OPSMa-EI71UE | PURCHASING & SOURCING   | 2,00 | 1 |
| OPSMa-EI72UE | THE PROJECT MANAGEMENT EXPERIENCE - MANAGING THE EXPECTED     | 2,00 | 1 |
| OPSMa-EI76UE | SALES AND OPERATIONS PLANNING (S&OP)                          | 2,00 | 1 |
| OPSMa-EI78UE | BUSINESS PROCESS ANALYSIS                                     | 2,00 | 1 |
| STRMA-EI09UE | SUSTAINABILITY LEADERSHIP                                     | 2,00 | 1 |
| ACCMa-EI53UE | FRAUD INVESTIGATION AND FORENSIC ACCOUNTING                   | 2,00 | 2 |
| ACCMa-EI57UE | STRATEGIC PLANNING AND CONTROL                                | 2,00 | 2 |
| ACCMa-EI61UE | MANAGING FIRM CONSTRAINTS WITH ACCOUNTING DECISION TECHNIQUES | 2,00 | 2 |
| DEVMA-EE01UF | MANAGER IN VIVO (Advanced French level required)              | 2,00 | 2 |
| DEVMA-EI18UE | MANAGING CONFLICT THROUGH EFFECTIVE COMMUNICATION             | 2,00 | 2 |
| DEVMA-EI19UE | STRESS MANAGEMENT   | 2,00 | 2 |
| DEVMA-EI20UE | ASSERTIVENESS (NOT YET PLANNED)                               | 2,00 | 2 |

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|---------------|--|------|---|
| DEVMA-EI24UE  | EMOTIONAL INTELLIGENCE AND LEADERSHIP  | 2,00 | 2 |
| ENTMA-EI23UE  | MANAGING IN HYPERDYNAMIC ENVIRONMENTS  | 2,00 | 2 |
| FINMA-EE81UE  | MOOC INFRASTRUCTURE FINANCE (E LEARNING)   | 2,00 | 2 |
| FINMA-EE89UE  | LBO TRANSACTIONS : FINANCIAL MODELING  | 2,00 | 2 |
| FINMA-EI70UE  | FIXED-INCOME II: VALUATION AND RISK  | 2,00 | 2 |
| FINMA-PI69UE  | FIXED-INCOME I: MARKETS AND INSTRUMENTS  | 2,00 | 2 |
| HRMMA-EI10UE  | OPPORTUNITIES AND CHALLENGES OF AN HR LEADER                                       | 2,00 | 2 |
| HRMMA-EI19UE  | COACHING SKILLS FOR HR MANAGERS  | 2,00 | 2 |
| HRMMA-EI22UE  | PERFORMANCE & COMPENSATION   | 2,00 | 2 |
| HRMMA-FI31UE  | EMPLOYEE SELECTION   | 2,00 | 2 |
| HRMMA-EI32UE  | TEAM DYNAMICS AND COMPLEX SYSTEM   | 2,00 | 2 |
| IBEMA-EE52UE  | DOING BUSINESS IN CENTRAL AND EASTERN EUROPE                                       | 2,00 | 2 |
| IBEMA-EE80UE  | STRATEGY OF FIRMS LOCATION   | 2,00 | 2 |
| ITCMA-EE01UE  | MANAGING CULTURAL DIVERSITY  | 2,00 | 2 |
| ITCMA-EE03UE  | ACTUALIDAD POLITICA EN AMERICA LATINA Y ESPANA                                     | 2,00 | 2 |
| MISMA-EE67UE  | WORKPLACE TRANSFORMATIONS IN A DIGITAL WORLD                                       | 2,00 | 2 |
| MISMA-EI04UE  | DIGITAL TRANSFORMATION AND IT CHANGE: POSSIBILITIES AND CHALLENGES                 | 2,00 | 2 |
| MISMA-EI42UE  | MANAGING THE NET I: UNDERSTANDING ON-LINE BUSINESS                                 | 2,00 | 2 |
| MISMA-EI44UE  | CONTINUOUS INNOVATION  | 2,00 | 2 |
| MISMA-EI49UE  | MANAGING THE NET II: HOW TO CREATE YOUR ON-LINE BUSINESS LEVEL 2                   | 2,00 | 2 |
| MISMA-EI65UE  | ENTERPRISE SOCIAL MEDIA: MANAGING THE BENEFITS FOR ORGANIZATIONAL COLLABORATION    | 2,00 | 2 |
| MISMA-EI68UE  | TECHNOLOGY AND STRATEGY  | 2,00 | 2 |
| MISMA-EI69UE  | APPLICATIONS, TECHNOLOGIES AND STRATEGIC IMPLICATIONS OF E-COMMERCE AND E-BUSINESS | 2,00 | 2 |
| MISMA-FI66UE  | ERP SIMULATION   | 2,00 | 2 |
| MKTMA-EE22UE  | BECOMING A GOOD PRODUCT MANAGER  | 2,00 | 2 |
| MKTMA-EE76UE  | ADVERTISING AND COMMUNICATION STRATEGY   | 2,00 | 2 |
| MKTMA-EE93UE  | START UP MARKETING   | 2,00 | 2 |
| MKTMA-EI103E  | SALES FORECASTING  | 2,00 | 2 |
| MKTMA-EI13UE  | INTERNATIONAL MARKETING  | 2,00 | 2 |
| MKTMA-EI16UE  | BRAND CULTURE AND COMMUNITY  | 2,00 | 2 |
| MKTMA-EI17UE  | MARKETING IN NAFTA   | 2,00 | 2 |
| MKTMA-EI45UE  | INTERNATIONAL MARKETING IN EMERGING MARKETS  | 2,00 | 2 |
| MKTMA-EI51UE  | CRM IN SMALL BUSINESS  | 2,00 | 2 |
| MKTMA-EI52UE  | MARKETING FOR NON PROFIT ORGANIZATIONS   | 2,00 | 2 |
| MKTMA-EI69UE  | WEB ANALYTICS  | 2,00 | 2 |
| MKTMA-EI70UE  | HIGH TECHNOLOGY MARKETING  | 2,00 | 2 |
| MKTMA-EI77UE  | CONTEMPORARY MARKETING COMMUNICATION STRATEGIES                                    | 2,00 | 2 |
| MKTMA-EE83UE  | MARKETING COMMUNICATIONS   | 2,00 | 2 |
| MKTMA-EI96UE  | GLOBAL MARKETING OF HEALTHCARE PRODUCTS AND SERVICES                               | 2,00 | 2 |
| MKTMA-EI99UE  | CHILDREN AS CONSUMERS  | 2,00 | 2 |
| NEGMA-EE01UE  | IMPORT-EXPORT: SELLING AND NEGOTIATING   | 2,00 | 2 |
| NEGMA-EI24UE  | PRACTICAL NEGOTIATION SKILLS   | 2,00 | 2 |
| OPSMMA-EI11UE | SUPPLY CHAIN DEVELOPMENT   | 2,00 | 2 |
| OPSMMA-EI32UE | WAREHOUSE DESIGN AND OPERATIONS  | 2,00 | 2 |

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|---------------------------|---|------|---|
| OPSM-A-EI46UE             | INTERNATIONAL GREEN LOGISTICS   | 2,00 | 2 |
| OPSM-A-EI58UE             | APPLIED OPTIMISATION AND HEURISTICS   | 2,00 | 2 |
| OPSM-A-EI65UE             | PERFORMANCE METRICS   | 2,00 | 2 |
| OPSM-A-FI21UE             | TOTAL QUALITY MANAGEMENT  | 2,00 | 2 |
| <b>TRANSVERSE COURSES</b> |   |      |   |
| LANTR-OE22UR              | RUSSIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)    | 2,00 | 1 |
| LANTR-OE09UG              | GERMAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)     | 2,00 | 1 |
| LANTR-OE01UC              | CHINESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)    | 2,00 | 1 |
| LANTR-OE02US              | SPANISH AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)    | 2,00 | 1 |
| LANTR-OE03UI              | ITALIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)    | 2,00 | 1 |
| LANTR-OE30UP              | PORTUGUESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course) | 2,00 | 1 |
| LANTR-OE36UA              | ARABIC AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in September to register for that course)     | 2,00 | 1 |
| LANTR-OE22UR              | RUSSIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)      | 2,00 | 2 |
| LANTR-OE09UG              | GERMAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)       | 2,00 | 2 |
| LANTR-OE01UC              | CHINESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)      | 2,00 | 2 |
| LANTR-OE02US              | SPANISH AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)      | 2,00 | 2 |
| LANTR-OE03UI              | ITALIAN AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)      | 2,00 | 2 |
| LANTR-OE30UP              | PORTUGUESE AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)   | 2,00 | 2 |
| LANTR-OE36UA              | ARABIC AS A FOREIGN LANGUAGE (LV2) (no online registration. You will receive an email in January to register for that course)       | 2,00 | 2 |

**If you wish to consult the Academic Calendar:**

<http://www.ieseg.fr/en/student-services/academic-calendar-2/>

# ESTICE - International Business School

Contact: Ms. Adrian Altafaj Alvarez, Academic Exchange Coordinator  
[adrian.altafaj@univ-catholille.fr](mailto:adrian.altafaj@univ-catholille.fr)

**Fall semester = September - December; Spring semester = January – May**

| ECTS CODE                           | DESCRIPTION                                       | CREDITS | SEMESTER<br>1 = Fall sem<br>2 = Spring Sem<br>1 or 2 =<br>available on<br>both<br>semesters<br>Y = all year |
|-------------------------------------|---|---------|---|
| <b>Bachelor 1<sup>st</sup> year</b> |   |         |   |
|                                     | American Culture                                  | 2.50    | 1   |
|                                     | English skills for international communication 1  | 3.00    | 1   |
|                                     | Intercultural intelligence                        | 1.50    | 1   |
|                                     | English skills for international communication 2  | 2.50    | 2   |
|                                     | Intercultural intelligence/ Culture shock         | 1.50    | 2   |
|                                     | English for Marketing and Finance                 | 2.50    | 2   |
| <b>Bachelor 2<sup>nd</sup> year</b> |   |         |   |
|                                     | Professional translation                          | 2.00    | 1   |
|                                     | Business English 1                                | 3.00    | 1   |
|                                     | TOEIC preparation                                 | 2.50    | 1   |
|                                     | Enterprise in developing countries                | 1.50    | 1   |
|                                     | Applied Intercultural communication               | 1.50    | 1   |
|                                     | Applied Intercultural communication               | 1.00    | 2   |
|                                     | Business English 2                                | 2.00    | 2   |
|                                     | TOEIC Preparation                                 | 2.50    | 2   |
|                                     | Professional translation                          | 1.50    | 2   |
|                                     | International Economics                           | 2.00    | 2   |
|                                     | Advanced Communication for the Office Environment | 1.00    | 2   |
| <b>Bachelor 3<sup>rd</sup> year</b> |   |         |   |
|                                     | Management  | 2.00    | 1   |
|                                     | Negotiation                                       | 1.50    | 1   |
|                                     | Negotiation                                       | 3.00    | 2   |
|                                     | Supplier relationship management                  | 2.50    | 1   |
|                                     | Consecutive interpretation                        | 1.00    | 2   |
|                                     | Semiology   | 1.50    | 2   |
|                                     | Business Game                                     | 1.50    | 2   |
| <b>Master 1<sup>st</sup> year</b>   |   |         |   |
|                                     | Dynamique Pro marketing: International marketing  | 3.00    | 1   |
|                                     | Business Ethics                                   | 2.00    | 1   |
|                                     | Managing intercultural teams                      | 3.00    | 1   |
|                                     | Dynamique Pro RH: Conflict Management             | 3.00    | 1   |
|                                     | Revitalising your business environment            | 3.00    | 1   |
|                                     | Crisis Management                                 | 3.00    | 1   |
|                                     | Successful digital marketing strategies           | 3.00    | 1   |
|                                     | X-Culture Project                                 | 5.00    | 1   |
| <b>Master 2<sup>nd</sup> year</b>   |   |         |   |
|                                     | Change Management                                 | 2.00    | 2   |
|                                     | Intercultural Perspectives on Leadership          | 3.00    | 2   |
| <b>FOR INTERNATIONAL STUDENTS</b>   |   |         |   |
|                                     | French as a Foreign Language Level 1              | 3.00    | 1 or 2  |
|                                     | French as a Foreign Language Level 2              | 3.00    | 1 or 2  |
|                                     | Culture Française et Particularités Régionales    | 3.00    | 1 or 2  |
|                                     | Contemporary French business and society          | 5.00    | 1 or 2  |