



UNIVERSITÉ  
CATHOLIQUE  
DE LILLE 1875



**List of courses taught in English**  
Academic year 2019 - 2020





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# CALENDAR



# ADMISSIONS

|        | ORIENTATION  |                             | CLASS START   |  | EXAM PERIOD  |  | END OF CLASS  |   |
|--------|--|-----------------------------|---|--|--|--|---|---|
|        | FALL SEMESTER  | SPRING SEMESTER             | FALL SEMESTER   | SPRING SEMESTER  | FALL SEMESTER  | SPRING SEMESTER  | FALL SEMESTER   | SPRING SEMESTER                                     |
| FLSH   | September 2-4  | January 6 to 8              | September 5   | January 9  | December 12-19   | May 11-16  | December 20   | May 17  |
| FD     | August 28<br>(Afternoon)                                   | January 6 (to be confirmed) | September 2   | January 6  | December 4 – January 11<br><u>Resit</u> : June 9-13  | April 8 – May 6<br><u>Resit</u> : June 15-22                                       | December 7  | April 11  |
|        |  |                             | <u>Bachelor's degree</u> :<br>September 2               | <u>Bachelor's degree</u> :<br>January 6                | <u>Bachelor's degree</u> :<br>December 13-20<br><u>Resit</u> : June 9-13                           | <u>Bachelor's degree</u> :<br>April 20-30<br><u>Resit</u> : June 13-20             |   | <u>Licence</u> :<br>June 20                         |
|        |  |                             | <u>Master 1</u> :<br>September 2                        | <u>Master 1</u> :<br>January 6                         | <u>Master 1</u> :<br>December 9-21<br><u>Resit</u> : February 17-21                                | <u>Master 1</u> :<br>March 23-28<br><u>Resit</u> : July 13-17                      |   | <u>Master 1</u> :<br>July 17                        |
|        |  |                             | <u>Master 2</u> :<br>September 16                       | <u>Master 2</u> :<br>to be confirmed                   | <u>Master 2</u> :<br>February 3 - 8<br><u>Resit</u> : March 23-25                                  | <u>Master 2</u> :<br>June 8-13<br><u>Resit</u> : July 13-17                        | December 21   | <u>Master 2</u> :<br>July 17                        |
| FGES   | August 28-30   | January 6                   | <u>Master accountancy and auditing</u> :<br>September 4 | <u>Master accountancy and auditing</u> :<br>January 16 | <u>Master accountancy and auditing</u> :<br>January 6-10<br><u>Resit</u> : March 23-25             | <u>Master accountancy and auditing</u> :<br>June 8-13<br><u>Resit</u> : July 13-17 |   | <u>Master accountancy and auditing</u> :<br>July 17 |
| ESPOL  | September 3  | To be confirmed             | September 9   | To be confirmed  | To be confirmed  | To be confirmed  | December 20   | To be confirmed                                     |
| ESTICE | September 3-6  | January 6-7                 | September 9   | January 8  | December 11-20   | April 20-30  | December 20th   | April 30  |
| IESEG  | August 22-28   | January 7-10                | September 2   | January 13   | To be confirmed  | To be confirmed  | December 21<br>(exam period included)                               | May 31<br>(exam period included)                    |
| ISTC   | August 30  | January 3                   | September 2   | January 6  | <u>Bachelor</u> :<br>December 11-20<br><u>Master</u> : February 10-14<br><u>Resit</u> : June-22-26 | April 20 – May 7<br><u>Resit</u> : June-22-26                                      | December 21   | June 26   |
| HEI    | August 26-30   | Either January 3 or 6       | September 2   | January 6 (no 5th year level class available)          | December 10-21   | April 25-30 (no 5th year level class available)                                    | <u>4th year</u> :<br>December 21<br><u>5th year</u> :<br>January 10 | April 30 (no 5th year level class available)        |
| ISA    | August 28-29 (a pick up will be organized by the students) | January 7-10                | September 3   | January 13   | Week of 11 Nov<br>Week of 16 Dec   | Week of 03 Feb<br>Week of 30 March<br>Week of 25 May                               | December 20<br>(exam period included)                               | June 12<br>(exam period included)                   |
| ISEN   | September 2  | To be confirmed             | September 9   | To be confirmed  | To be confirmed  | To be confirmed  | To be confirmed   | To be confirmed                                     |

This calendar is based on information that was available at the time of publication (October 2019). Changes may occur.



## Fall semester

from end of August to mid-December or January depending on the faculty / school

## Autumn break

From late October to early November

## Christmas holidays

From end of December to early January

## Spring semester

from early January to end of May or June depending on the faculty / school

## Winter holidays

1 to 2 weeks, usually around end of February

## Spring holidays

1 to 2 weeks, usually around end of April

## Admissions

Admission and tuition fees vary according to the nature of the Study Abroad program you would like to enroll in.

## Exchange programs

If you come to *Université Catholique de Lille* as an exchange student in the framework of a partnership between our institution and your home university, we recommend that you contact the head of the International Office of your Department or Faculty in your home university a year before your study abroad period. There is no registration fee if you come to study at *Université Catholique de Lille* in the frame of an exchange program.

## Degrees in English

Admission procedures and tuition fees vary according to the departments, depending on the type of courses you intend to take. Please contact directly the Admission Office of our school/faculty in which you wish to apply for further information.



# ARTS & HUMANITIES, COMMUNICATION



## Faculté des Lettres et Sciences Humaines

Faculty of Arts and Humanities

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May  
**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b> |  |              |          |
|                                     | Survey of British Literature (LCE)   | 3            | 1        |
|                                     | The British Bestseller since 1945 (LCE)  | 3            | 1        |
|                                     | Introduction to Business English (LCE)   | 2            | 1        |
|                                     | Introduction to American Civilization (LCE)  | 3            | 1        |
|                                     | Introduction to British Civilization (LCE)   | 3            | 1        |
|                                     | Introduction to American History (LEA)   | 2            | 2        |
|                                     | British Institutions (LEA)   | 2            | 1        |
|                                     | American Literature from its Early Manifestations Until the Modernist Period (LCE) | 4            | 2        |
|                                     | Villains in Shakespeare (LCE)  | 3            | 2        |
|                                     | Introduction to Business English (LCE)   | 2            | 1 & 2    |
|                                     | Unity and Diversity in American Society (LCE)                                      | 3            | 2        |
|                                     | British History 1760-1914 (LCE)  | 3            | 2        |
|                                     | Intercultural Communication (LCE)  | 2            | 1 & 2    |
|                                     | Introduction to Phonetics (LCE)  | 2            | 1 & 2    |
|                                     | English Oral Expression & Comprehension (LCE)                                      | 2            | 1 & 2    |
|                                     | English Oral Comprehension and Expression (LEA)                                    | 1            | 1 & 2    |
|                                     | Written Expression in English (LEA)  | 1            | 1 & 2    |
|                                     | International Business (LEA)   | 2            | 1        |
|                                     | English Grammar (LEA)  | 1            | 1 & 2    |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |              |          |
|                                     | Love in Shakespeare's poetry (LCE)   | 2            | 1        |
|                                     | Academic Writing (LCE)   | 2            | 1        |
|                                     | American Women Writers in Context 1 (LCE)  | 2            | 1        |
|                                     | American Government (LCE)  | 2            | 1        |
|                                     | British History from the Origins to the End of the Middle Ages (LCE)               | 2            | 1        |
|                                     | British History from the Industrial Revolution to World War I (LEA)                | 2            | 1        |
|                                     | English Oral Comprehension (LCE)   | 2            | 1 & 2    |
|                                     | Introduction to Business Negotiation English (LEA)                                 | 2            | 2        |
|                                     | American History from the Civil War to the End of the Great Depression (LCE)       | 2            | 2        |
|                                     | Renaissance, Reformation and Revolution in Britain 1485-1760 (LCE)                 | 2            | 2        |

| ECTS CODE                           | DESCRIPTION   | CREDITS ECTS | SEMESTER |
|-------------------------------------|---|--------------|----------|
|                                     | American Women Writers in Context 2 (LCE)   | 2            | 2        |
|                                     | Modern British Literature: Masculinity from Wilde to World War I (LCE)  | 2            | 2        |
|                                     | Intermediate Phonetics (LCE)  | 2            | 1 & 2    |
|                                     | Creative Writing (LCE)  | 2            | 2        |
|                                     | English Oral Expression (LCE)   | 2            | 1 & 2    |
|                                     | English Composition (LEA)   | 1            | 1 & 2    |
| <b>Bachelor 3<sup>rd</sup> year</b> |   |              |          |
|                                     | U.S. Domestic Policy since 1945 (LCE)   | 3            | 1        |
|                                     | Economic History of the United States (LEA)   | 2            | 1        |
|                                     | From Welfare to Workfare: Britain in the 20 <sup>th</sup> Century (LEA)   | 2            | 1        |
|                                     | American Cinema (LCE)   | 3            | 1        |
|                                     | Advanced Shakespeare (LCE)  | 2            | 1        |
|                                     | British Social and Political History 1945-1990 (LCE)  | 3            | 1        |
|                                     | International Communication (LEA)   | 2            | 1        |
|                                     | Didactics of English 1 (LCE)  | 3            | 1        |
|                                     | Poverty Without Progress... Poor Whites in the American South in Works by William Faulkner and Erskine Caldwell (LCE) | 2            | 1        |
|                                     | Media and Social Representations – Society and Media (MCC)  | 3            | Y        |
|                                     | Introduction to Management (LEA)  | 3            | 2        |
|                                     | The British Short Story: Crime, Horror and Fantasy (LCE)  | 3            | 2        |
|                                     | The Uncanniness of the Ordinary in the American Short Story (LCE)   | 3            | 2        |
|                                     | Reforming America: The Waves of Social, Cultural, and Political Protest in the United-States (1940s – 1980s) (LCE)    | 3            | 2        |
|                                     | Essential Themes in 19 <sup>th</sup> Century British Civilization   | 3            | 2        |
|                                     | Shakespeare in Popular Culture (LCE)  | 3            | 2        |
|                                     | Public Speaking (LCE)   | 2            | 1 & 2    |
|                                     | Business English (LEA)  | 1            | 1 & 2    |
| <b>Master 1<sup>st</sup> year</b>   |   |              |          |
|                                     | Advanced Civilisation Seminar: The Idea of Progress (LCE)   | 5            | 1        |
|                                     | Advanced Literary Seminar: The Writer in his Time   | 5            | 2        |
|                                     | Advanced Civilisation Seminar: Transmitting and Transforming Tradition and Memory: the Case of Northern Ireland (LCE) | 5            | 2        |
|                                     | Advanced Linguistics Seminar- Analytical Grammar (English) (LCE)  | 5            | 1        |
|                                     | Contemporary Security Issues (H RI)   | 3            | 1        |
|                                     | Advanced Literature Seminar: Love, Friendship and Encountering Others (LCE)   | 5            | 1        |
|                                     | Strategic Intelligence (H)  | 3            | 2        |
|                                     | American Foreign Policy (LCE)   | 3            | 2        |
|                                     | International Marketing (AIT)   | 3            | 1        |
|                                     | International Management (AIT)  | 3            | 1        |
|                                     | The English Media (H)   | 2            | 1&2      |
|                                     | Advanced Business English (AIT)   | 2            | 1&2      |
| <b>Master 2<sup>nd</sup> year</b>   |   |              |          |
|                                     | Communication Management : The Big Picture (AIT)  | 2            | 1        |
|                                     | Business Negotiation in English (AIT)   | 2            | 1        |
|                                     | Economics of Tourism (AIT)  | 2            | 1        |
|                                     | Asia: the New Focus for International Relations   | 3            | 2        |
| <b>For International Students</b>   |   |              |          |
|                                     | Introduction to Psychology in France  | 3            | 2        |

If you wish to consult the general list of courses taught in French:  
<http://www.flsh.fr/> and click on «English» followed by the mention “course catalogue”

If you wish to consult the Academic Calendar:  
<http://www.flsh.fr/lettres-sciences-humaines/calendrier>



# ARTS & HUMANITIES, COMMUNICATION



**ISTC**  
College of Communication

## Contact:

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May

**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION                              | CREDITS ECTS               | SEMESTER |
|-------------------------------------|--|----------------------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b> |  |                            |          |
|                                     | Focus on Europe: Italy and Roman culture | 3                          | 1        |
|                                     | Focus on Africa                          | 3                          | 2        |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |                            |          |
|                                     | Communication theory                     | 2                          | 1        |
|                                     | Crisis Communication                     | 3                          | 1        |
|                                     | Business news                            | 2                          | 1        |
|                                     | English Lecture                          | 2                          | 1        |
|                                     | Business News                            | 2                          | 2        |
|                                     | Media theory                             | 1,5                        | 2        |
|                                     | Focus on Europe                          | 3                          | 2        |
|                                     | Graphic Design for Social Media          | 3                          | 2        |
| <b>Bachelor 3<sup>rd</sup> year</b> |  |                            |          |
|                                     | Focus on South America                   | 3                          | 1        |
|                                     | Communication & Plans                    | 3                          | 1        |
|                                     | Focus on North America                   | 3                          | 2        |
| <b>Master 1<sup>st</sup> year</b>   |  |                            |          |
|                                     | Serious Game                             | 3                          | 1        |
|                                     | Cross-Cultural Management                | 2                          | 1        |
|                                     | Public Relations                         | 2                          | 1        |
| <b>Master 2<sup>nd</sup> year</b>   |  |                            |          |
|                                     | Public Relations Seminar                 | 1                          | 1        |
| <b>All levels</b>                   |  |                            |          |
|                                     | Brand and Communication Management       | 3                          | 1        |
|                                     | Electives (International Week)           | 2 electives of 2 ECTS each | 1        |
|                                     | French as a Foreign Language             | 4                          | 1 or 2   |
|                                     | Foreign languages                        | 2 each                     | 1 or 2   |
|                                     | Sport                                    | 2                          | 1 or 2   |

# LAW



FACULTÉ DE  
**DROIT**

**Faculté de Droit**  
Faculty of Law



## Contact:

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May

**All year (Y)** = September - May

| ECTS CODE  | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|--|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year (L1 European )</b> |  |              |          |
| <b>2019/2020</b>                                   | EU Institutions & Proceedings / Course                 | 3            | 1        |
|  | EU Institutions & Proceedings / Tutorials              | 2            |          |
|  | <b>It is compulsory to take the Course + Tutorials</b> |              |          |
|  | 1 course among :                                       |              |          |
|  | 1. Comparative Government                              | 2            | 1        |
|  | 2. Economics of Globalisation                          | 2            | 1        |
|  | European Integration / Course                          | 3            | 2        |
|  | European Integration / Tutorials                       | 2            |          |
|  | <b>It is compulsory to take the Course + Tutorials</b> |              |          |
|  | 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> |  |              |          |
| <b>2019/2020</b>                                   | Public International Law I / Course                    | 3            | 1        |
|  | Public International Law I / Tutorials                 | 2            |          |
|  | <b>It is compulsory to take the Course + Tutorials</b> |              |          |
|  | 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                             | 3            | 2        |
|  | EU Law 1 / Tutorials                                   | 2            |          |
|  | <b>It is compulsory to take the Course + Tutorials</b> |              |          |
|  | 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 ECTS | SEMESTER |
|---|---|--------------|----------|
| Bachelor 3 <sup>rd</sup> year (L3 European )                    |   |              |          |
| 2019/2020   | Public International Law II / Course  | 3            | 1        |
|   | Public International Law II / Tutorials   | 2            |          |
|   | <b>It is compulsory to take the Course + Tutorials</b>  |              |          |
|   | 2 courses among :   |              |          |
|   | 1. European Policy  | 2            | 1        |
|   | 2. Comparative Tort Law   | 2            | 1        |
|   | 3. Introduction to Asian Legal Systems  | 2            | 1        |
|   | European Competition Law / Course   | 3            | 2        |
|   | European Competition Law / Tutorials  | 2            |          |
|   | <b>It is compulsory to take the Course + Tutorials</b>  |              |          |
|   | 2 courses among :   |              |          |
|   | 1. International Criminal Law   | 2            | 2        |
|   | 1. European Human Rights  | 2            | 2        |
|   | 2. Introduction to African Legal Systems  | 2            | 2        |
| Master 1 <sup>st</sup> year (M1 International and European Law) |   |              |          |
| 2019/2020   | 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 2(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        |

If you wish to consult the general list of courses taught in French (BACHELOR'S DEGREES and MASTER 1 list of courses): <https://www.fld-lille.fr/formations/>

- “**LICENCE Programmes**” / Campus LILLE: (3 years of studies)
- “**MASTER 1 Programme**” (4th year of studies) / Campus LILLE  
(only consult the part dedicated to Master 1: “Master 1 – International and European Organisations”)

Please note that the “Master Droit 2<sup>ème</sup> Année” courses are not open to Erasmus or International Exchange Students

## POLITICAL SCIENCES



**ESPOL**

European School of Political and Social Sciences

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May

**All year (Y)** = September - May



| ECTS CODE                                    | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|--|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b>          |  |              |          |
| Bachelor's Degree in Political Science       |  |              |          |
|  | History of European integration                                | 3            | 1        |
|  | History, Geography and Globalization                           | 2            | 1        |
|  | The use of force in world politics                             | 2            | 1        |
|  | Languages of the World, World of Languages                     | 2            | 1        |
|  | Political economy of natural resources                         | 2            | 1        |
|  | Introduction to sociology                                      | 4            | 2        |
|  | Parties and party systems in Europe                            | 2            | 2        |
|  | European literature and politics                               | 2            | 2        |
|  | The Arab Spring: Contestation, Revolution, Civil War           | 2            | 2        |
|  | Irish Foreign Policy   | 2            | 2        |
|  | Environmental and sustainability policy                        | 2            | 2        |
| Bachelor's Degree in International Relations |  |              |          |
|  | Global History   | 3            | 1        |
|  | Global Challenges  | 3            | 1        |
|  | Theories of International Relations                            | 5            | 1        |
|  | Introduction to Public International Law                       | 8            | 2        |
|  | The Arab Spring: Contestation, Revolution, Civil War           | 2            | 2        |
|  | Environmental and sustainability policy                        | 2            | 2        |
|  | Global Health  | 2            | 2        |
|  | EU and Global Governance                                       | 4            | 2        |
|  | Introduction to the Law and Institutions of the European Union | 7            | 2        |
|  | Political parties in Europe                                    | 2            | 2        |
|  | European literature  | 2            | 2        |
| <b>Bachelor 2<sup>nd</sup> year</b>          |  |              |          |
| Bachelor's Degree in Political Science       |  |              |          |
|  | Public Policy  | 5            | 1        |
|  | Introduction to political economy                              | 4            | 1        |
|  | Immigration and Asylum under EU law                            | 2            | 1        |
|  | Professionalizing workshop: EU public affairs and lobbying     | 2            | 1        |
|  | Social movements and the environment                           | 2            | 1        |
|  | Area Studies: African Politics                                 | 2            | 1        |



| ECTS CODE   | DESCRIPTION  | CREDITS<br>ECTS | SEMESTER |
|---|--|-----------------|----------|
|   | Political Sociology  | 6               | 2        |
|   | Political Science Research Methods                           | 3               | 2        |
|   | Music & politics   | 2               | 2        |
|   | EU trade and investment policy                               | 2               | 2        |
|   | Introduction to Middle East History and Politics             | 2               | 2        |
| <b>Bachelor's Degree in International Relations</b> |  |                 |          |
|   | Theories of International Relations                          | 5               | 1        |
|   | Foreign Policy Analysis                                      | 3               | 1        |
|   | History of the 20th Century                                  | 3               | 1        |
|   | Politics of International Law                                | 3               | 1        |
|   | International Political Thought and Economy, 16-18th century | 2               | 1        |
|   | Area Studies: Politics in South Eastern Europe               | 2               | 1        |
|   | The role of the UN in peacekeeping                           | 2               | 1        |
|   | Social Movements and the Environment                         | 2               | 1        |
|   | Politics of Borders  | 2               | 1        |
|   | Area Studies: African Politics                               | 2               | 1        |
|   | Power and ethnicity in Latin America                         | 2               | 1        |
|   | Comparative Politics   | 5               | 2        |
|   | International Political Economy                              | 5               | 2        |
|   | Political Science Research Methods                           | 4               | 2        |
|   | International Political Sociology                            | 3               | 2        |
|   | Area Studies: Caucasus                                       | 2               | 2        |
|   | Area Studies: East Asia                                      | 2               | 2        |
|   | Insurgencies and Civil Wars                                  | 2               | 2        |
|   | Human Rights Politics  | 2               | 2        |
|   | Introduction to Middle East History and Politics             | 2               | 2        |
|   | Model United Nations Course                                  |                 | 2        |
| <b>Bachelor 3<sup>rd</sup> year</b>                 |  |                 |          |
| <b>Bachelor's Degree in Political Science</b>       |  |                 |          |
|   | EU Policy Making   | 5               | 1        |
|   | Territorial politics   | 4               | 1        |
|   | US politics  | 2               | 1        |
|   | European Health Policy                                       | 2               | 1        |
|   | Contemporary Turkish Politics                                | 2               | 1        |
|   | The challenges of global and European energy policy          | 2               | 1        |
|   | Political Science Research Methods                           | 2               | 1        |
|   | Europe in the 20th Century                                   | 3               | 2        |
|   | Critical perspectives on lobbying in the EU                  | 2               | 2        |
|   | Political economy  | 2               | 2        |
|   | European Fundamental Rights and Freedom                      | 2               | 2        |
|   | Economic crisis and political conflict in the EU             | 2               | 2        |
|   | Being an actor in the city                                   | 2               | 2        |
| <b>Bachelor's Degree in International Relations</b> |  |                 |          |
|   | Global Governance  | 5               | 1        |
|   | Development Politics   | 5               | 1        |
|   | Political Science Research Methods                           | 4               | 1        |
|   | Social Theory and Critique                                   | 3               | 1        |
|   | Migration, Mobility, and Space                               | 3               | 1        |
|   | Ethics in IR   | 2               | 1        |
|   | Politics of Technology                                       | 2               | 1        |
|   | Area Studies: Latin America                                  | 2               | 1        |
|   | Area Studies: Middle East and North Africa                   | 2               | 1        |
|   | Model United Nations Course                                  | 2               | 1        |
|   | UN Peacekeeping  | 2               | 1        |

| ECTS CODE                         | DESCRIPTION  | CREDITS<br>ECTS | SEMESTER |
|-----------------------------------|--|-----------------|----------|
|                                   | Diplomacy, Negotiation, Mediation                        | 5               | 2        |
|                                   | The Politics of the United Nations                       | 3               | 2        |
|                                   | War, Security, Conflict                                  | 3               | 2        |
|                                   | Environment, Resources, and Food                         | 3               | 2        |
|                                   | International Energy Politics                            | 2               | 2        |
|                                   | Area Studies: Eastern Europe                             | 2               | 2        |
|                                   | Financialization and Global Economy                      | 2               | 2        |
|                                   | Geopolitics  | 2               | 2        |
|                                   | Global Networks  | 2               | 2        |
|                                   | International Sanctions                                  | 2               | 2        |
| <b>Master 1st year</b>            |  |                 |          |
|                                   | Agriculture and Rural Politics                           | 5               | 1        |
|                                   | European Food & Agricultural Policy                      | 5               | 1        |
|                                   | Political Science Research Methods (PSRM)                | 4               | 1        |
|                                   | Introduction to Research and Epistemology                | 4               | 1        |
|                                   | Global History   | 5               | 1        |
|                                   | International Relations                                  | 5               | 1        |
|                                   | Comparative Politics                                     | 5               | 1        |
|                                   | Introduction to Political Science                        | 5               | 1        |
|                                   | Digital Democracy  | 5               | 1        |
|                                   | Diplomacy in practice                                    | 2               | 1        |
|                                   | Political Economy of Natural Resources                   | 5               | 2        |
|                                   | Global Food Politics                                     | 5               | 2        |
|                                   | Statistics and the Political Sociology of Quantification | 4               | 2        |
|                                   | Workshop: Academic Writing                               | 2               | 2        |
|                                   | European Governance                                      | 5               | 2        |
|                                   | Global Economic Governance                               | 5               | 2        |
|                                   | The EU from a Think Tank's Perspective                   | 2               | 2        |
|                                   | Digital Democracy  | 5               | 1        |
|                                   | Armed Conflicts and Peacemaking                          | 5               | 2        |
|                                   | Theories of security and contemporary challenges         | 5               | 2        |
| <b>Master 2<sup>nd</sup> year</b> |  |                 |          |
|                                   | History and Cultures of Europe                           | 5               | 1        |
|                                   | Public Policy of Cyber security                          | 5               | 1        |
|                                   | International Development                                | 5               | 1        |
|                                   | European Food & Agricultural Policy                      | 5               | 1        |
|                                   | Food and Sustainable Development                         | 3               | 1        |
|                                   | Digital Democracy  | 3               | 1        |
|                                   | Politics of International Law                            | 3               | 1        |
|                                   | International Development                                | 5               | 2        |
|                                   | Global Justice   | 5               | 2        |
|                                   | International Development                                | 5               | 2        |
|                                   | War, terrorism and violence                              | 5               | 2        |
|                                   | Food Controversies                                       | 5               | 2        |
|                                   | Global Ethics and Migration                              | 3               | 2        |
|                                   | Politics of International Law                            | 3               | 2        |
|                                   | Sovereignty and the State in International Relations     | 3               | 2        |
|                                   | Global Environmental Politics                            | 3               | 2        |
|                                   | EU Regional Policy                                       | 3               | 2        |

General list of courses taught in French: <http://www.espol-lille.eu/education>





ISA  
Institute of Life Sciences



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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May  
**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
| Master 1 <sup>st</sup> year         |  |              |          |
|                                     | Welcome session (Intensive French, Intercultural Communication, Food Chains, Interpersonal Skills, Scientific Communication) | 6            | 1        |
| AGRICULTURAL SCIENCES (Major)       |  |              |          |
|                                     | Ruminant nutrition and roughage systems  | 3            | 1        |
|                                     | Plant Biotechnologies  | 6            | 1        |
|                                     | Plant Breeding and Genetics  | 3            | 1        |
|                                     | Precision livestock farming  | 3            | 1        |
|                                     | Crop modeling  | 3            | 1        |
|                                     | <i>Project in Agriculture</i>  | 6            | 1 or 2   |
|                                     | Animal Welfare   | 3            | 2        |
|                                     | Biocontrol (Crop protection)   | 3            | 2        |
|                                     | Livestock Housing and Building Conception  | 3            | 2        |
|                                     | Agriculture and climate change   | 3            | 2        |
|                                     | Global Food politics   | 3            | 2        |
|                                     | Applied Agricultural Sciences to Specialized Crops   | 3            | 2        |
|                                     | Livestock Production Systems   | 6            | 2        |
|                                     | Introduction to smart farming – focus on precision livestock farming   | 3            | 2        |
| AGROECONOMICS AND MARKETING (Major) |  |              |          |
|                                     | Introduction to Finance  | 3            | 1        |
|                                     | Export   | 6            | 1        |
|                                     | Decision tools: Statistics and Market Research   | 3            | 1        |
|                                     | Introduction to Marketing  | 3            | 1        |
|                                     | <i>Project in Economics and Marketing: Business development</i>  | 6            | 2        |
|                                     | Purchase and procurement   | 3            | 2        |
|                                     | Trade negotiation  | 3            | 2        |
|                                     | Digital Business   | 3            | 2        |
|                                     | B to B marketing   | 3            | 2        |
|                                     | Management control   | 3            | 2        |
|                                     | Financial analysis   | 3            | 2        |
|                                     | Consumer behavior  | 3            | 2        |
| ENVIRONMENTAL SCIENCES (Major)      |  |              |          |
|                                     | Environmental pollutants – origins, identification, key concepts   | 3            | 1        |
|                                     | Pollutants behavior in abiotic matrixes  | 3            | 1        |
|                                     | Waste management   | 3            | 1        |

| ECTS CODE                           | DESCRIPTION   | CREDITS ECTS | SEMESTER |
|-------------------------------------|---|--------------|----------|
|                                     | <i>Project in Environmental Sciences: Field Study in Environment</i>        | 6            | 1        |
|                                     | GIS – Basic Knowledge   | 3            | 2        |
|                                     | Soil Quality Investigation  | 3            | 2        |
|                                     | <i>Scientific Project in Environmental Sciences</i>                         | 6            | 2        |
|                                     | Geostatistics   | 3            | 2        |
|                                     | Human risk assessment   | 3            | 2        |
|                                     | Waste water management  | 3            | 2        |
|                                     | Water and sediment management   | 6            | 2        |
|                                     | Audit practices   | 3            | 2        |
| FOOD SCIENCE AND TECHNOLOGY (Major) |   |              |          |
|                                     | <i>Food Tech Project - Initiation</i>                                       | 6            | 1        |
|                                     | Quality Assurance and HACCP   | 3            | 1        |
|                                     | Unit operations   | 6            | 1        |
|                                     | Applied statistics  | 3            | 1        |
|                                     | Bioprocess  | 3            | 1        |
|                                     | <i>Project in Food Technology: Product Formulation or Food Tech Project</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        |
| Master 2 <sup>nd</sup> year         |   |              |          |
|                                     | Management: Option Trade and Agribusiness                                   | 30           | 1        |
|                                     | Sustainable Agriculture and Smart Farming                                   | 30           | 1        |
|                                     | Sustainable Management of Pollution   | 30           | 1        |
|                                     | Sustainable Product Development: Ecodesign of Food Products                 | 30           | 1        |
|                                     | Quality Management Systems in the Agrofood Sector                           | 30           | 1        |

If you wish to consult the general list of courses taught in French and in English:  
[https://www.isa-lille.com/wp-content/uploads/sites/2/2019/07/ISALille\\_CourseGuide2019-2020.pdf](https://www.isa-lille.com/wp-content/uploads/sites/2/2019/07/ISALille_CourseGuide2019-2020.pdf)





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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May  
**All year (Y)** = September - May

| ECTS CODE   | DESCRIPTION                          | CREDITS ECTS | SEMESTER |
|---|--------------------------------------|--------------|----------|
| Master 1 <sup>st</sup> year   |                                      |              |          |
| Please note that these courses are open to Bachelor students (after at least 6 semesters) |                                      |              |          |
|   | Cryptography                         | 3            | 1        |
|   | Network System Base                  | 3            | 1        |
|   | JAVA 1                               | 3            | 1 or 2   |
|   | Embedded C++                         | 2            | 2        |
|   | C#                                   | 3            | 1        |
|   | Operating Systems                    | 3            | 1        |
|   | UNIX                                 | 2            | 2        |
|   | Web technologies                     | 3            | 1        |
|   | Computer Forensics                   | 3            | 2        |
|   | Sonic Environments                   | 3            | 1        |
|   | Data Visualization and Communication | 3            | 1        |
|   | Advanced Statistical Analysis        | 3            | 1        |
|   | 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        |

| ECTS CODE   | DESCRIPTION                                | CREDITS ECTS | SEMESTER   |
|---|--|--------------|------------|
|   | Science of Materials                       | 3            | 1          |
|   | Semi-conductors and Components             | 3            | 1          |
|   | Bio-MEMS                                   | 3            | 1          |
|   | Digital Microelectronic Circuits           | 3            | 2          |
|   | Power Recovery                             | 2            | 2          |
|   | Labview                                    | 3            | 1          |
|   | Introduction to Mobile Robotics            | 2            | 1          |
|   | Audio Signal Processing                    | 2            | 2          |
|   | Wireless Technologies                      | 3            | 1          |
|   | Radio Frequency Circuits and Microwaves    | 3            | 2          |
|   | Intercultural Communication                | 2            | 1 or 2     |
|   | Project work                               | 7 or 8       | 1 and/or 2 |
| Master 2 <sup>nd</sup> year   |  |              |            |
| Please note that these courses are open to Bachelor students (after at least 6 semesters) |  |              |            |
|   | 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    |

Other courses might be added.

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





## Contact:

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May

**All year (Y)** = September - May

| ECTS CODE                         | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-----------------------------------|--|--------------|----------|
| <b>Master 1<sup>st</sup> year</b> |  |              |          |
|                                   | Transport and mobility issues: economy, impacts, policies and uses | 5            | 1        |
|                                   | Principle and future trends in Urbanism                            | 5            | 1        |
|                                   | Architecture, construction and sustainable design                  | 5            | 1        |
|                                   | Fundamentals of energy and renewable energies                      | 5            | 1        |
|                                   | Creativity and means of expression                                 | 5            | 1        |
|                                   | Innovation and collaborative projects                              | 5            | 1        |
|                                   | Workshop 1   | 3            | 1        |
|                                   | Heat Transfer  | 4            | 1        |
|                                   | Introduction to Internet of Things                                 | 4            | 1        |
|                                   | Accounting - Finance   | 4            | 1        |
|                                   | Performance Tools and Dashboard                                    | 4            | 1        |
|                                   | English  | 4            | 1        |
|                                   | Visual Communication   | 4            | 1        |
|                                   | Personal and professional development                              | 4            | 1        |
|                                   | Urban project management   | 5            | 2        |
|                                   | Environmental law  | 5            | 2        |
|                                   | Ubiquity and the internet of things                                | 5            | 2        |
|                                   | Dynamical thermal simulation and HVAC                              | 5            | 2        |
|                                   | Building management systems and home automation                    | 5            | 2        |
|                                   | BIM  | 5            | 2        |
|                                   | Introduction lecture to major urban challenges                     | 5            | 2        |
|                                   | Future cities: smart, inclusive and sustainable                    | 5            | 2        |
|                                   | Workshop 2   | 3            | 2        |
|                                   | Electrical Power Distribution                                      | 4            | 2        |
|                                   | Circular Economy   | 4            | 2        |
|                                   | Quality Control  | 4            | 2        |
|                                   | Lean Manufacturing   | 4            | 2        |
|                                   | English  | 4            | 2        |
|                                   | Philosophy for engineers: ethics, meaning, city                    | 4            | 2        |
|                                   | CV, international context  | 4            | 2        |
|                                   | Intercultural communication  | 4            | 2        |
|                                   | Electives/additional subjects                                      | 4            | 2        |
| <b>Master 2<sup>nd</sup> year</b> |  |              |          |
|                                   | Socio-political approach to the city                               | 4            | 1        |
|                                   | Smart grid and energy management at building scale                 | 4            | 1        |

| ECTS CODE                           | DESCRIPTION   | CREDITS ECTS | SEMESTER |
|-------------------------------------|---|--------------|----------|
|                                     | Urban environmental principles                      | 4            | 1        |
|                                     | Water management, landscaping and green spaces      | 4            | 1        |
|                                     | Sustainable refurbishment                           | 4            | 1        |
|                                     | Certification and environmental footprint           | 4            | 1        |
|                                     | Learning expedition                                 | 4            | 1        |
|                                     | Emergent economy in the city                        | 4            | 1        |
|                                     | Workshop 3  | 4            | 1        |
|                                     | Production management                               | 6            | 1        |
|                                     | Operations research                                 | 6            | 1        |
|                                     | Team management and human resources                 | 5            | 1        |
|                                     | Legal environment of business                       | 5            | 1        |
|                                     | Business game                                       | 5            | 1        |
|                                     | Technical electives                                 | 4            | 1        |
|                                     | English   | 4            | 1        |
|                                     | Human resources and legal environment               | 4            | 1        |
|                                     | Management electives                                | 4            | 1        |
| <b>Bachelor 1<sup>st</sup> year</b> |   |              |          |
|                                     | Mathematics 1                                       | 7            |          |
|                                     | Thermodynamics 1                                    | 4            |          |
|                                     | Structural Mechanics                                | 5            |          |
|                                     | Mechanical design                                   | 6            |          |
|                                     | Circuits  | 4            |          |
|                                     | Electronics   | 5            |          |
|                                     | Programming   | 4            |          |
|                                     | Database Systems                                    | 3            |          |
|                                     | English   | 3            |          |
|                                     | Second language (optional)                          | (3)          |          |
|                                     | Intercultural communication                         | 2            |          |
|                                     | Project Management                                  | 4            |          |
|                                     | Creativity  | 2            |          |
|                                     | Business Practices 1                                | 5            |          |
| <b>Bachelor 2<sup>nd</sup> year</b> |   |              |          |
|                                     | Mathematics 2                                       | 5            |          |
|                                     | Thermodynamics 2                                    | 3            |          |
|                                     | Fluid dynamics                                      | 4            |          |
|                                     | Materials for Electrical and Electronic Engineering | 4            |          |
|                                     | Control and instrumentation (Advanced)              | 6            |          |
|                                     | Sensors and Networks (Advanced)                     | 5            |          |
|                                     | Analog Electronic                                   | 3            |          |
|                                     | Information systems                                 | 3            |          |
|                                     | Artificial intelligence                             | 3            |          |
|                                     | Introduction to IoT                                 | 2            |          |
|                                     | Digital and Embedded Electronic                     | 3            |          |
|                                     | English   | 4            |          |
|                                     | Second language (optional)                          | (3)          |          |
|                                     | Business Practices 2                                | 5            |          |

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May  
**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b> |  |              |          |
|                                     | Intercultural Intelligence – Diving into diversity                       | 1.5          | 1 or Y   |
|                                     | English skills for international communication                           | 3            | 1 or 2   |
|                                     | American Culture   | 1.5          | 1        |
|                                     | Marketing Introduction   | 1.5          | 2        |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |              |          |
|                                     | International Economics  | 2            | 1        |
|                                     | Business & Society 1   | 2            | 1        |
|                                     | Business English skills  | 3            | 1        |
|                                     | Applied Intercultural communication                                      | 2            | 2        |
|                                     | Purchasing management  | 2            | 2        |
|                                     | Advanced Communication for the Office Environment                        | 1.5          | 2        |
|                                     | Business & Society 2   | 1.5          | 2        |
|                                     | Business English skills 2  | 2.5          | 2        |
|                                     | International Week – full week seminar related to international business | 1            | 2        |
|                                     | Advanced Communication for the Office Environment                        | 1.5          | 2        |
| <b>Bachelor 3<sup>rd</sup> year</b> |  |              |          |
|                                     | Mobile Marketing   | 2            | 1        |
|                                     | Supplier Relationship Management   | 2            | 1        |
|                                     | Talent Acquisition Management  | 4            | 1        |
|                                     | Business Finance and Financial Planning                                  | 2            | 1        |
|                                     | Team Management  | 2            | 1        |
|                                     | Fundamentals of Negotiation  | 2            | 1        |
|                                     | Negotiating in an international context                                  | 1            | 2        |
|                                     | Business Game – International Commerce                                   | 1            | 2        |

| ECTS CODE                         | DESCRIPTION   | CREDITS ECTS | SEMESTER |
|-----------------------------------|---|--------------|----------|
| <b>Master 1<sup>st</sup> year</b> |   |              |          |
|                                   | X-Culture Project   | 3            | 1        |
|                                   | <i>Please note that you can only choose <b>ONE</b> of the following specialization (1 or 2 course per specialization)</i>           |              |          |
|                                   | Specialization 1 :<br>Talent Acquisition and Management (part 1 and 2)  | 4            | 1        |
|                                   | Specialization 2 :<br>Mobile Marketing<br>Introduction to Business in Asia  | 2<br>2       | 1        |
|                                   | Specialization 3 :<br>Mobile Marketing<br>Managing nonprofit Organizations  | 2<br>2       | 1        |
|                                   | <i>Please not that you can select only one of the following course:</i>   |              |          |
|                                   | Managing Intercultural Teams  | 2            | 1        |
|                                   | Conflict Management   | 2            |          |
|                                   | Crisis Management   | 2            |          |
|                                   | Change management   | 2            |          |
| <b>Master 2<sup>nd</sup> year</b> |   |              |          |
|                                   | Business Finance  | 2            | 2        |
|                                   | <i>Please note that you can only choose <b>ONE</b> of the following specialization (1, 2 or 3 course per specialization)</i>        |              |          |
|                                   | <b>Specialization 1 :</b><br>International Marketing<br>Data driven Marketing<br>Quality Management in Procurement                  | 2<br>2<br>2  | 1        |
|                                   | <b>Specialization 2 :</b><br>E-procurement and International Sourcing<br>Data driven Marketing<br>Quality Management in Procurement | 2<br>2<br>2  | 1        |
|                                   | <b>Specialization 3 :</b><br>Employer Branding<br>Data driven Marketing<br>Quality Management in Procurement                        | 2<br>2<br>2  | 1        |
| <b>For International Students</b> |   |              |          |
|                                   | French as a Foreign Language  | 3            | 1 or 2   |
|                                   | Contemporary French business and society  | 3            | 1 or 2   |



FACULTÉ DE  
**GESTION,  
ÉCONOMIE  
& SCIENCES**

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

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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May

**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b> |  |              |          |
|                                     | Introduction to Economic Analysis  | 2            | 1        |
|                                     | Press Review   | 2            | 1        |
|                                     | Introduction to business   | 2            | 1        |
|                                     | Understanding the world of work  | 2            | 1        |
|                                     | Introduction to debating   | 2            | 1        |
|                                     | Statistics   | 2            | 1        |
|                                     | Economy of Argentina   | 2            | 1        |
|                                     | An Introduction to Japan: Keys to Understanding                          | 2            | 1        |
|                                     | Social entrepreneurship  | 2            | 1        |
|                                     | Global Geopolitical Risk and Business Decision-making                    | 2            | 1        |
|                                     | Democracy in Asia  | 2            | 1        |
|                                     | English  | 4            | 1 or 2   |
|                                     | Money banking and finance  | 2            | 2        |
|                                     | Introduction to Human Resources  | 2            | 2        |
|                                     | Statistics   | 3            | 2        |
|                                     | Introduction to marketing  | 2            | 2        |
|                                     | Recruitment  | 2            | 2        |
|                                     | Debating – news and current affairs                                      | 2            | 2        |
|                                     | Running a real business  | 2            | 2        |
|                                     | Conflicts, mediation : a Peace Studies Approach                          | 2            | 2        |
|                                     | French and American Business Law   | 2            | 2        |
|                                     | Rwanda, Lybia, Syria – The responsibility to protect: when to intervene? | 2            | 2        |
|                                     | Introduction to organizational behavior                                  | 2            | 2        |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |              |          |
|                                     | International economics  | 5            | 1 or 2   |
|                                     | Introduction to anglosaxon accounting                                    | 2            | 1        |
|                                     | Statistics   | 3            | 1        |
|                                     | Business communication skills 1  | 2            | 1        |

| ECTS CODE                           | DESCRIPTION  | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
|                                     | British and american law   | 2            | 1        |
|                                     | Mathematics applied to economy   | 3            | 1        |
|                                     | Theater  | 2            | 1        |
|                                     | Corporate Social Responsibility  | 2            | 1        |
|                                     | Japan: Work and Gender   | 2            | 1        |
|                                     | Africa and the 21st Century : Ressources, Governance, Stability and Growth                   | 2            | 1        |
|                                     | The Challenges of ICT's (Information, communication, technology) : Privacy, Democracy, Truth | 2            | 1        |
|                                     | Explaining the rise of Japan   | 2            | 1        |
|                                     | English  | 4            | 1 or 2   |
|                                     | Macroeconomics   | 4            | 2        |
|                                     | Microeconomics   | 2            | 2        |
|                                     | Conflict management  | 2            | 2        |
|                                     | Negotiations   | 2            | 2        |
|                                     | Statistics   | 3            | 2        |
|                                     | Introduction to Intercultural Management   | 2            | 2        |
|                                     | Time value of money  | 2            | 2        |
|                                     | Business communication skills 2  | 2            | 2        |
|                                     | Business Plan  | 2            | 2        |
|                                     | Mathematics applied to economy   | 3            | 2        |
|                                     | Doughnut economics   | 2            | 2        |
|                                     | The Rise of Populist Parties and Personalities : the liberal order at risk                   | 2            | 2        |
|                                     | From Mao to Xi : Charting the Future of China  | 2            | 2        |
| <b>Bachelor 3<sup>rd</sup> year</b> |  |              |          |
|                                     | Risk theory  | 4            | 1        |
|                                     | Leadership and Interpersonal Skills  | 5            | 1        |
|                                     | Corporate Finance  | 5            | 1        |
|                                     | Business Strategy  | 5            | 1        |
|                                     | Introduction to social economy   | 4            | 2        |
|                                     | Globalisation and International Markets  | 5            | 2        |
|                                     | English  | 4            | 1 or 2   |
|                                     | Marketing strategy and planning  | 7            | 2        |
|                                     | Strategic management   | 5            | 2        |
|                                     | Econometrics and Forecast  | 7            | 2        |
|                                     | Entrepreneurship   | 5            | 2        |
|                                     | International business game (fee 150 €)  | 2            | 2        |
|                                     | Final degree project   | 4            | 2        |
|                                     | Investment appraisal   | 4            | 2        |
| <b>Elective</b>                     |  |              |          |
|                                     | Introduction to organizational behavior  | 2            | 2        |
|                                     | Social Business  | 2            | 2        |
| <b>Master 1<sup>st</sup> year</b>   |  |              |          |
|                                     | International Marketing  | 3            | 1        |
|                                     | Managerial control   | 4            | 1        |
|                                     | Intercultural communication  | 3            | 1        |
|                                     | Social entreprise and entrepreneurship   | 5            | 1        |
|                                     | Business Strategy  | 5            | 1        |
|                                     | Corporate finance  | 5            | 1        |
|                                     | International negotiation  | 3            | 1        |



| ECTS CODE                         | DESCRIPTION                                       | CREDITS ECTS | SEMESTER |
|-----------------------------------|---|--------------|----------|
|                                   | Communication for financial professionals         | 2            | 1        |
|                                   | Global economics                                  | 3            | 2        |
|                                   | Corporate Social Responsibility                   | 3            | 2        |
|                                   | CSR and integrated reporting                      | 2            | 2        |
|                                   | International Financial Reporting                 | 3            | 2        |
|                                   | Macroeconomics (with international finance)       | 5            | 2        |
|                                   | Risk management                                   | 3            | 2        |
|                                   | BMC: Bloomberg market concepts                    | 2            | 2        |
| <b>Master 2<sup>nd</sup> year</b> |   |              |          |
|                                   | Leadership & Organizational behaviour             | 3            | 1        |
|                                   | Research Methods                                  | 3            | 1        |
|                                   | Project management                                | 3            | 1        |
|                                   | English and International Negotiation             | 3            | 1        |
|                                   | Trade financing                                   | 3            | 1        |
|                                   | International Negotiation                         | 2            | 1        |
|                                   | Corporate Communication Crisis                    | 3            | 1        |
|                                   | Doing Business in France                          | 3            | 1        |
|                                   | International Human Resources Management          | 3            | 1        |
|                                   | The Law of Commercial Contracts                   | 2            | 1        |
|                                   | Business Game (focus on purchasing)               | 3            | 1        |
|                                   | Invited lectures                                  | 2            | 1        |
|                                   | International Financial Accounting                | 2            | 1        |
|                                   | Negotiation                                       | 2            | 1        |
|                                   | International Negotiation                         | 2            | 1        |
|                                   | Ethics and Finance                                | 2            | 1        |
|                                   | International Finance                             | 3            | 1        |
|                                   | Cryptocurrencies, Ecosystems and ICOs             | 2            | 1        |
|                                   | Financial markets and investment decisions        | 2            | 1        |
|                                   | Strategic Partnership                             | 2            | 2        |
|                                   | International development                         | 3            | 2        |
|                                   | International Purchasing                          | 3            | 2        |
|                                   | Logistics - custom                                | 3            | 2        |
|                                   | Supply Chain Management 1                         | 4            | 2        |
|                                   | Supply Chain Management 2 (quality management)    | 3            | 2        |
|                                   | Invited lectures                                  | 3            | 2        |
|                                   | Derivative markets                                | 4            | 2        |
|                                   | Private equity and financing innovation           | 3            | 2        |
|                                   | Advanced Corporate Finance                        | 4            | 2        |
| <b>For International Students</b> |   |              |          |
|                                   | Reading programme                                 | 2            | 1 or 2   |
|                                   | Powerpoint Presentation                           | 2            | 1 or 2   |
|                                   | Radio programa                                    | 2            | 1 or 2   |
|                                   | Poster of the Home University                     | 1            | 1 or 2   |
|                                   | Courses of French (2 hours a week, 20 €/semester) | 3            | 1 or 2   |

More information about courses taught in English:

<https://www.fges.fr/wp-content/uploads/2019/09/Universit%C3%A9-Catholique-de-Lille-FGES-Courses-in-english-2019-2020.pdf>

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

<https://www.fges.fr/>

If you wish to consult the Academic Calendar:

<https://www.fges.fr/wp-content/uploads/2019/09/Academic-calendar-2019-20.pdf>

# ECONOMICS, MANAGEMENT



**IESEG**  
School of Management

## Contact:

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International Students Services and Exchange Programmes  
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**Fall semester (1)** = September - December; **Spring semester (2)** = January – May  
**All year (Y)** = September - May

| ECTS CODE                           | DESCRIPTION                            | CREDITS ECTS | SEMESTER |
|-------------------------------------|--|--------------|----------|
| <b>Bachelor 1<sup>st</sup> year</b> |  |              |          |
| ACCB1-CE01UE                        | Financial accounting                   | 3,5          | 2        |
| DEVB1-CE02UE                        | European history                       | 2,5          | 2        |
| DEVB1-CE08UE                        | Writing to convince                    | 1,25         | 2        |
| DEVB1-CE10UE                        | Work sociology                         | 2            | 2        |
| ECOB1-CE02UE                        | Tools for microeconomics analysis      | 3,5          | 2        |
| ECOB1-CE03UE                        | International economics and exchanges  | 2            | 2        |
| LAWB1-CE01UE                        | Civil law                              | 3,5          | 2        |
| MKTB1-CE01UE                        | Introduction to marketing              | 2,5          | 2        |
| QMSB1-CE02UE                        | Descriptive statistics                 | 3,5          | 2        |
| ACCB1-CE01UE                        | Financial accounting                   | 3,5          | 1        |
| DEVB1-CE02UE                        | European history                       | 2,5          | 1        |
| DEVB1-CE10UE                        | Work sociology                         | 2            | 1        |
| ECOB1-CE01UE                        | Macroeconomics indicators and policies | 3,5          | 1        |
| LAWB1-CE01UE                        | Civil law                              | 3,5          | 1        |
| MKTB1-CE01UE                        | Introduction to marketing              | 2,5          | 1        |
| QMSB1-CE01UE                        | Mathematics calculus                   | 4,75         | 1        |
| <b>Bachelor 2<sup>nd</sup> year</b> |  |              |          |
| DEVB2-CE02UE                        | Personal development through drama     | 1,25         | 2        |
| ECOB2-CE02UE                        | Contemporary international economics   | 2            | 2        |
| ECOB2-CE03UE                        | Conjuncture and economic fluctuations  | 2,25         | 2        |
| FINB2-CE02UE                        | Financial analysis                     | 3,5          | 2        |
| HRMB2-CE01UE                        | Fundamentals of human behaviors        | 2,75         | 2        |
| LANB2-CE11UE                        | English for business 4                 | 2            | 2        |
| LAWB2-CE01UE                        | Business law                           | 3,5          | 2        |
| MISB2-CE01UE                        | Introduction to information systems    | 2            | 2        |
| MKTB2-CE01UE                        | Marketing management                   | 3,25         | 2        |
| NEGB2-CE01UE                        | Sales techniques                       | 1,75         | 2        |
| OPSB2-CE01UE                        | Introduction to operations management  | 2            | 2        |
| QMSB2-CE04UE                        | Introduction to data analysis          | 1,5          | 2        |
| QMSB2-CE05UE                        | Introduction to econometrics           | 1,5          | 2        |
| QMSB2-CE06UE                        | Introduction to optimisation methods   | 1,5          | 2        |
| ACCB2-CE02UE                        | Advanced financial accounting          | 3,5          | 1        |
| ECOB2-CE02UE                        | Contemporary international economics   | 1,5          | 1        |
| ECOB2-CE05UE                        | Advanced microeconomics                | 2            | 1        |
| FINB2-CE01UE                        | Finance fundamentals                   | 2,5          | 1        |
| HRMB2-CE01UE                        | Fundamentals of human behaviors        | 3            | 1        |
| LANB2-CE01UE                        | English for business 3                 | 2            | 1        |
| LANB2-CE06UE                        | English for debating 1                 | 1            | 1        |

| ECTS CODE                           | DESCRIPTION                                   | CREDITS<br>ECTS | SEMESTER |
|-------------------------------------|---|-----------------|----------|
| LAWB2-CE01UE                        | Business law                                  | 3,5             | 1        |
| MISB2-CE01UE                        | Introduction to information systems           | 2,5             | 1        |
| MKTB2-CE01UE                        | Marketing management                          | 3,5             | 1        |
| NEGB2-CE01UE                        | Sales techniques                              | 1,5             | 1        |
| OPSB2-CE01UE                        | Introduction to operations management         | 2,5             | 1        |
| QMSB2-CE03UE                        | Inferential statistics                        | 4               | 1        |
| <b>Bachelor 3<sup>rd</sup> year</b> |   |                 |          |
| DEVB3-EE12UE                        | Geopolitics in asia : risks and opportunities | 2               | 2        |
| FINB3-CE01UE                        | Corporate finance                             | 3               | 2        |
| FINB3-EE14UE                        | Fundamentals of financial derivatives         | 2               | 2        |
| HRMB3-CE03UE                        | Introduction to human resource management     | 2,5             | 2        |
| HRMB3-CE04UE                        | Fundamentals of organization                  | 2               | 2        |
| HRMB3-EE05UE                        | Tools for effective people management         | 2               | 2        |
| LANB3-EE23UE                        | Preparation for toefl                         | 2               | 2        |
| LAWB3-CE05UE                        | Advanced business law                         | 1,5             | 2        |
| LAWB3-EE06UE                        | Intellectual property law                     | 2               | 2        |
| MISB3-CE01UE                        | Management of information systems             | 3,5             | 2        |
| MKTB3-CE23UE                        | Market research                               | 4               | 2        |
| MKTB3-EE20UE                        | Global brand management                       | 2               | 2        |
| MKTB3-EE36UE                        | Digital and mobile marketing                  | 2               | 2        |
| NEGB3-CE07UE                        | Introduction to negotiation                   | 1,5             | 2        |
| OPSB3-CE05UE                        | Industrial realities                          | 2               | 2        |
| QMSB3-CE07UE                        | Advanced econometrics                         | 2               | 2        |
| QMSB3-CE08UE                        | Advanced data analysis                        | 2               | 2        |
| QMSB3-CE09UE                        | Advanced optimization methods                 | 2               | 2        |
| STRB3-CE01UE                        | Fundamentals of strategy                      | 2,5             | 2        |
| STRBB3CE03UE                        | International enterprise project management   | 2               | 2        |
| STRBB3CE05UE                        | Business model and innovation                 | 2               | 2        |
| ACCB3-CE08UE                        | Performance management                        | 4,5             | 1        |
| ACCB3-EE11UE                        | Risk management and internal control          | 2               | 1        |
| DEVB3-CS03UE                        | Relational intelligence                       | 0,5             | 1        |
| DEVB3-EE13UE                        | India today                                   | 2               | 1        |
| DEVBB3CS01UE                        | Chairing and participating in meetings        | 1               | 1        |
| DEVBB3CS02UE                        | Relational intelligence                       | 0,5             | 1        |
| FINB3-CE02UE                        | Financial markets                             | 3               | 1        |
| FINBB3CE01UE                        | Applied corporate finance                     | 3               | 1        |
| HRMB3-CE03UE                        | Introduction to human resource management     | 2,5             | 1        |
| HRMB3-CE04UE                        | Fundamentals of organization                  | 2               | 1        |
| HRMB3-EE05UE                        | Tools for effective people management         | 2               | 1        |
| HRMBB3CE01UE                        | Management skills                             | 3               | 1        |
| LANB3-EE23UE                        | Preparation for toefl                         | 2               | 1        |
| LAWB3-CE05UE                        | Advanced business law                         | 1,5             | 1        |
| MISB3-CE01UE                        | Management of information systems             | 3,5             | 1        |
| MKTB3-EE20UE                        | Global brand management                       | 2               | 1        |
| MKTB3-EE27UE                        | Mobile marketing                              | 2               | 1        |
| NEGB3-CE07UE                        | Introduction to negotiation                   | 1,5             | 1        |
| NEGBB3CE01UE                        | Sales management                              | 3               | 1        |
| OPSB3-CE05UE                        | Industrial realities                          | 2,5             | 1        |
| QMSB3-CE03UE                        | Intermediate data analysis                    | 1,5             | 1        |
| QMSB3-CE04UE                        | Intermediate econometrics                     | 1,5             | 1        |
| QMSB3-CE05UE                        | Intermediate optimization methods             | 1,5             | 1        |
| STRBB3CE01UE                        | Fundamentals of strategy                      | 3,0             | 1        |

| ECTS CODE   | DESCRIPTION   | CREDITS<br>ECTS | SEMESTER |
|---|---|-----------------|----------|
| <b>For International Students only</b>                      |   |                 |          |
| ACCIN-EI02UE  | Management control  | 2               | 2        |
| DEVIN-EI07UE  | Contemporary french business & society                            | 2               | 2        |
| FININ-EI05AE  | Money and capital markets   | 2               | 2        |
| FININ-EI05BE  | Corporate financial management                                    | 2               | 2        |
| HRMIN-EI05AE  | Fundamentals of management 1 - organisational behavior            | 2               | 2        |
| HRMIN-EI05BE  | Fundamentals of management 2 - hrm                                | 2               | 2        |
| ITCIN-EI05AE  | French culture  | 2               | 2        |
| ITCIN-EI05BE  | Intercultural communication                                       | 2               | 2        |
| MKTIN-EI02UE  | Strategic marketing   | 2               | 2        |
| MKTIN-EI06UE  | Digital strategy  | 2               | 2        |
| MKTIN-EI13AE  | Global brand management   | 2               | 2        |
| MKTIN-EI13BE  | Product management  | 2               | 2        |
| MKTIN-EI13CE  | Consumer behavior : new trends and tendencies                     | 2               | 2        |
| MKTIN-EI14UE  | Web marketing   | 2               | 2        |
| NEGIN-EI01UE  | International purchasing  | 2               | 2        |
| NEGIN-EI04UE  | Sales essentials  | 2               | 2        |
| ACCIN-EI03UE  | Managerial tools for decision making                              | 2               | 1        |
| ACCIN-EI04UE  | Advanced financial analysis                                       | 2               | 1        |
| ECOIN-EI02AE  | European economic integration & business                          | 2               | 1        |
| ECOIN-EI02BE  | Norms & international affairs                                     | 2               | 1        |
| ECOIN-EI02CE  | Contemporary french business & society                            | 2               | 1        |
| FININ-EI07AE  | Financial analysis and valuation                                  | 2               | 1        |
| FININ-EI07BE  | Corporate financial management                                    | 2               | 1        |
| FININ-EI07CE  | Money and capital markets   | 2               | 1        |
| HRMIN-EI05AE  | Fundamentals of management 1 - organisational behavior            | 2               | 1        |
| HRMIN-EI05BE  | Fundamentals of management 2 - hrm                                | 2               | 1        |
| HRMIN-EI05CE  | Kickstarting your career  | 2               | 1        |
| ITCIN-EI06AE  | French culture  | 2               | 1        |
| ITCIN-EI06BE  | Intercultural communication                                       | 2               | 1        |
| ITCIN-EI06CE  | Acting for relational efficiency & self assertion                 | 2               | 1        |
| MISIN-EI02UE  | Digital revolution : disruptions in our societies and economies   | 2               | 1        |
| MKTIN-EI02UE  | Strategic marketing   | 2               | 1        |
| MKTIN-EI06UE  | Digital strategy  | 2               | 1        |
| MKTIN-EI13AE  | Global brand management   | 2               | 1        |
| MKTIN-EI13BE  | Product management  | 2               | 1        |
| MKTIN-EI13CE  | Consumer behavior : new trends and tendencies                     | 2               | 1        |
| MKTIN-EI14UE  | Web marketing   | 2               | 1        |
| NEGIN-EI06AE  | Sales essentials  | 2               | 1        |
| NEGIN-EI06BE  | International purchasing  | 2               | 1        |
| NEGIN-EI06CE  | Applied negotiation essentials                                    | 2               | 1        |
| <b>Master 1<sup>st</sup> year &amp; 2<sup>nd</sup> year</b> |   |                 |          |
| ACCMA-EE66UE  | Due-diligence & asset management auditing                         | 2               | 2        |
| ACCMA-EI01UE  | Activity based cost management                                    | 2               | 2        |
| ACCMA-EI13UE  | International issues in accounting and auditing                   | 2               | 2        |
| ACCMA-EI27UE  | Information systems audit   | 2               | 1        |
| ACCMA-EI43UE  | Auditing: a practitioner case-based approach                      | 2               | 2        |
| ACCMA-EI53UE  | Fraud investigation and forensic accounting                       | 2               | 2        |
| ACCMA-EI57UE  | Strategic planning and control                                    | 2               | 2        |
| ACCMA-EI61UE  | Managing firm constraints with accounting decision techniques     | 2               | 2        |
| ACCMA-EI64UE  | Advanced financial reporting under us and international standards | 2               | 2        |
| ACCMA-EI66UE  | Due-diligence & asset management auditing                         | 2               | 1        |
| ACCMA-EI71UE  | Sustainability for competitive advantage                          | 2               | 1        |
| ACCMA-FI21UE  | Audit techniques  | 2               | 2        |
| ACCMA-FI65UE  | Fundamentals of consolidation                                     | 2               | 2        |
| ACCMA-PI36UE  | Operational auditing  | 2               | 1        |



| ECTS CODE    | DESCRIPTION   | CREDITS<br>ECTS | SEMESTER |
|--------------|---|-----------------|----------|
| ENTMA-EI05UE | Creativity management   | 2               | 2        |
| ENTMA-EI06UE | Entrepreneurial decision making   | 2               | 1        |
| ENTMA-EI06UE | Entrepreneurial decision making   | 2               | 2        |
| ENTMA-EI11UE | Non-governmental organizations, humanitarian action and international development                               | 2               | 1        |
| ENTMA-EI14UE | Sustainability management & reporting   | 2               | 2        |
| ENTMA-EI16UE | Entrepreneurial teams   | 2               | 2        |
| ENTMA-EI18UE | Organization and management: think different to build a new world   | 2               | 1        |
| ENTMA-EI19UE | New product creation & diffusion  | 2               | 1        |
| ENTMA-EI25UE | Intellectual property and openness: using legal tools to enhance innovation, creativity and related investments | 2               | 2        |
| ENTMA-EI27UE | Systems thinking & new management theories in hyperdynamic environments   | 2               | 2        |
| ENTMA-EI28UE | Management consulting   | 2               | 1        |
| FINMA-EE101E | Risk analysis in finance  | 2               | 1        |
| FINMA-EI100E | Introduction to banking   | 2               | 1        |
| FINMA-EI10UE | International finance   | 2               | 1        |
| FINMA-EI25UE | Corporate governance: a financial perspective   | 2               | 1        |
| FINMA-EI27UE | Banking and financial regulation  | 2               | 1        |
| FINMA-EI27UE | Banking and financial regulation  | 2               | 2        |
| FINMA-EI51UE | Operational risk management   | 2               | 2        |
| FINMA-EI55UE | Entrepreneurial finance   | 2               | 2        |
| FINMA-EI56UE | Financing strategy and capital markets: theory and practice   | 2               | 1        |
| FINMA-EI56UE | Financing strategy and capital markets: theory and practice   | 2               | 2        |
| FINMA-EI63UE | Options & futures i: hedging strategies   | 2               | 1        |
| FINMA-EI63UE | Options & futures i: hedging strategies   | 2               | 2        |
| FINMA-EI68UE | Introduction to insurance industry  | 2               | 2        |
| FINMA-EI72UE | Initial public offerings (ipo)  | 2               | 1        |
| FINMA-EI79UE | Advanced financial statement analysis   | 2               | 2        |
| FINMA-EI86UE | Corporate investments   | 2               | 1        |
| FINMA-EI99UE | Financial communication and investors relation  | 2               | 1        |
| HRMMA-EI02UE | Structures and organizational design in international contexts  | 2               | 1        |
| HRMMA-EI03UE | Stress management   | 2               | 2        |
| HRMMA-EI10UE | Opportunities and challenges of an hr leader  | 2               | 2        |
| HRMMA-EI11UE | Strategic human resource management   | 2               | 1        |
| HRMMA-EI12UE | Career development  | 2               | 2        |
| HRMMA-EI16UE | Human resource development  | 2               | 2        |
| HRMMA-EI20UE | Managing employee turnover and retention  | 2               | 1        |
| HRMMA-EI21UE | Employee performance management   | 2               | 1        |
| HRMMA-EI22UE | Performance & compensation  | 2               | 2        |
| HRMMA-EI32UE | Evidence-based management of team dynamics  | 2               | 2        |
| HRMMA-FI23UE | Talents management  | 2               | 1        |
| HRMMA-FI30UE | Recruitment and employer branding   | 2               | 2        |
| HRMMA-FI31UE | Employee selection  | 2               | 2        |
| IBEMA-EE10UE | European integration: mechanism & implications  | 2               | 1        |
| IBEMA-EE52UE | Doing business in central and eastern europe  | 2               | 2        |
| IBEMA-EE54UE | Productivity and efficiency analysis  | 2               | 1        |
| IBEMA-EE80UE | Strategy of firms location  | 2               | 2        |
| IBEMA-EE84UE | Monetary policy and central banking   | 2               | 2        |
| IBEMA-EI17UE | Policy and management for aging populations: a comparative approach   | 2               | 2        |
| IBEMA-EI36UE | Efficiency and benchmarking in banking  | 2               | 1        |
| IBEMA-EI56UE | Measurement of well being and evaluation of public policy   | 2               | 1        |
| IBEMA-EI57UE | An international comparison of health care systems  | 2               | 1        |
| IBEMA-EI71UE | The economics of advertising  | 2               | 2        |
| IBEMA-EI73UE | Understanding india for business  | 2               | 2        |
| IBEMA-EI77UE | Productivity and benchmarking in banking  | 2               | 2        |
| IBEMA-EI78UE | Corporate risks   | 2               | 1        |
| IBEMA-PI81UE | Dominant firms an ec competition policy   | 2               | 2        |
| ITCMA-EE03UE | Actualidad politica en america latina y espana  | 2               | 2        |

| ECTS CODE    | DESCRIPTION   | CREDITS<br>ECTS | SEMESTER |
|--------------|---|-----------------|----------|
| LANMA-EE11UE | Job hunting techniques for the english-speaking corporate world                   | 2               | 1        |
| LANMA-EE11UE | Job hunting techniques for the english-speaking corporate world                   | 2               | 2        |
| LANMA-EE27UE | Business english for negotiation  | 2               | 1        |
| MISMA-EE67UE | Workplace transformations in a digital world                                      | 2               | 2        |
| MISMA-EI04UE | Digital transformation and it change: possibilities and challenges                | 2               | 1        |
| MISMA-EI04UE | Digital transformation and it change: possibilities and challenges                | 2               | 2        |
| MISMA-EI13UE | Human computer interaction: website design  | 2               | 1        |
| MISMA-EI42UE | Managing the net i: understanding on-line business                                | 2               | 2        |
| MISMA-EI49UE | Managing the net ii: how to create your on-line business level 2                  | 2               | 2        |
| MISMA-EI51UE | Sap for business process management   | 2               | 1        |
| MISMA-EI52UE | Sap for supply chain management   | 2               | 1        |
| MISMA-EI52UE | Sap for supply chain management   | 2               | 2        |
| MISMA-EI53UE | Excel vba   | 2               | 1        |
| MISMA-EI65UE | Enterprise social media: managing the benefits for organizational collaboration   | 2               | 2        |
| MISMA-EI75UE | Data visualization  | 2               | 1        |
| MISMA-FI56UE | Excel expert level  | 2               | 2        |
| MKTMA-EE05UE | Cross cultural marketing  | 2               | 1        |
| MKTMA-EE76UE | Advertising and communications strategy   | 2               | 1        |
| MKTMA-EE76UE | Advertising and communications strategy   | 2               | 2        |
| MKTMA-EE79UE | Neuromarketing  | 2               | 1        |
| MKTMA-EE93UE | Start up marketing  | 2               | 2        |
| MKTMA-EI04UE | Crm/ customer relationship management   | 2               | 1        |
| MKTMA-EI04UE | Crm/ customer relationship management   | 2               | 2        |
| MKTMA-EI09UE | Environmental marketing   | 2               | 1        |
| MKTMA-EI101E | International marketing in a multicultural environment                            | 2               | 2        |
| MKTMA-EI103E | Sales forecasting   | 2               | 1        |
| MKTMA-EI103E | Sales forecasting   | 2               | 2        |
| MKTMA-EI106E | Consumer insight and self concept   | 2               | 2        |
| MKTMA-EI111E | Marketing & innovation  | 2               | 1        |
| MKTMA-EI112E | Marketing and innovation  | 2               | 2        |
| MKTMA-EI11UE | International dimension of consumer behaviour                                     | 2               | 1        |
| MKTMA-EI11UE | International dimension of consumer behaviour                                     | 2               | 2        |
| MKTMA-EI13UE | International marketing   | 2               | 1        |
| MKTMA-EI16UE | Brand culture and community   | 2               | 2        |
| MKTMA-EI17UE | Marketing in nafta  | 2               | 2        |
| MKTMA-EI23UE | Retail marketing strategy   | 2               | 1        |
| MKTMA-EI26UE | Services marketing  | 2               | 1        |
| MKTMA-EI32UE | Improving brand values  | 2               | 1        |
| MKTMA-EI32UE | Improving brand values  | 2               | 2        |
| MKTMA-EI34UE | Integrated marketing communication strategy                                       | 2               | 1        |
| MKTMA-EI34UE | Integrated marketing communication strategy                                       | 2               | 2        |
| MKTMA-EI45UE | International marketing in emerging markets                                       | 2               | 1        |
| MKTMA-EI45UE | International marketing in emerging markets                                       | 2               | 2        |
| MKTMA-EI46UE | Business to business marketing  | 2               | 1        |
| MKTMA-EI46UE | Business to business marketing  | 2               | 2        |
| MKTMA-EI51UE | Crm in small business   | 2               | 1        |
| MKTMA-EI51UE | Crm in small business   | 2               | 2        |
| MKTMA-EI52UE | Marketing for non profit organizations  | 2               | 2        |
| MKTMA-EI54UE | Persuasion in marketing communication   | 2               | 1        |
| MKTMA-EI59UE | International marketing strategy simulation                                       | 2               | 1        |
| MKTMA-EI63UE | New product development   | 2               | 2        |
| MKTMA-EI65UE | Marketing to the new consumer: online ways to connect with & understand consumers | 2               | 1        |
| MKTMA-EI66UE | Experiential marketing  | 2               | 1        |
| MKTMA-EI66UE | Experiential marketing  | 2               | 2        |
| MKTMA-EI69UE | Web analytics   | 2               | 2        |
| MKTMA-EI70UE | High technology marketing   | 2               | 2        |
| MKTMA-EI75UE | Viral marketing:from word of mouth to social media                                | 2               | 1        |
| MKTMA-EI77UE | Offline brand communications  | 2               | 1        |



| ECTS CODE    | DESCRIPTION  | CREDITS<br>ECTS | SEMESTER |
|--------------|--|-----------------|----------|
| MKTMA-EI77UE | Offline brand communications   | 2               | 2        |
| MKTMA-EI78UE | Corporate social responsibility & marketing                                  | 2               | 1        |
| MKTMA-EI81UE | Mobile marketing   | 2               | 2        |
| MKTMA-EI83UE | Marketing communications   | 2               | 2        |
| MKTMA-EI89UE | Pricing in marketing   | 2               | 1        |
| MKTMA-EI89UE | Pricing in marketing   | 2               | 2        |
| MKTMA-EI92UE | Brand communication strategy   | 2               | 1        |
| MKTMA-EI96UE | Global marketing of healthcare products and services                         | 2               | 2        |
| MKTMA-EI99UE | Children as consumers  | 2               | 2        |
| MKTMA-PI71UE | Search engine marketing & online advertising (ppc & seo)                     | 2               | 1        |
| NEGMA-EE01UE | Import-export: selling and negotiating                                       | 2               | 2        |
| NEGMA-EE04UE | Negotiation and purchasing in an international environment                   | 2               | 1        |
| NEGMA-EE07UE | Business english for negotiation   | 2               | 2        |
| NEGMA-EI10UE | Interpersonal communication applied to negotiation                           | 2               | 1        |
| NEGMA-EI11UE | Key customer relations management  | 2               | 1        |
| NEGMA-EI11UE | Key customer relations management  | 2               | 2        |
| NEGMA-EI12UE | Internal selling   | 2               | 2        |
| NEGMA-EI18UE | Cross-cultural relationship marketing and negotiations                       | 2               | 1        |
| NEGMA-EI18UE | Cross-cultural relationship marketing and negotiations                       | 2               | 2        |
| NEGMA-EI19UE | International negotiation and diplomacy                                      | 2               | 2        |
| NEGMA-EI22UE | Managing conflict through mediation  | 2               | 2        |
| NEGMA-EI31UE | Decision-making for managers   | 2               | 1        |
| NEGMA-EI42UE | International conflict management and peace building                         | 2               | 1        |
| NEGMA-EI50UE | Business relationship management in emerging markets                         | 2               | 2        |
| NEGMA-EI52UE | Workplace conflict and employee well-being                                   | 2               | 1        |
| NEGMA-EI53UE | Leadership, power and persuasion in negotiation                              | 2               | 1        |
| NEGMA-EI54UE | Supplier-customer collaboration and co-creation in value eco-system          | 2               | 1        |
| NEGMA-PI02UE | Sales management   | 2               | 2        |
| OPSMA-EI05UE | E lean production principles   | 2               | 1        |
| OPSMA-EI11UE | Supply chain development   | 2               | 2        |
| OPSMA-EI27UE | Enterprise simulation of production systems                                  | 2               | 2        |
| OPSMA-EI32UE | Warehouse design and operations  | 2               | 2        |
| OPSMA-EI42UE | Production and capacity planning   | 2               | 1        |
| OPSMA-EI46UE | International green logistics  | 2               | 1        |
| OPSMA-EI46UE | International green logistics  | 2               | 2        |
| OPSMA-EI58UE | Applied optimisation and heuristics  | 2               | 2        |
| OPSMA-EI65UE | Performance metrics  | 2               | 2        |
| OPSMA-EI70UE | International enterprise project management                                  | 2               | 2        |
| OPSMA-EI71UE | Purchasing & sourcing  | 2               | 1        |
| OPSMA-EI73UE | Mindfulness - the art of managing risk and uncertainty                       | 2               | 1        |
| OPSMA-EI73UE | Mindfulness - the art of managing risk and uncertainty                       | 2               | 2        |
| OPSMA-EI76UE | Sales and operations planning (s&op)   | 2               | 1        |
| OPSMA-EI77UE | 21st century global supply chain management: relationship era                | 2               | 2        |
| OPSMA-EI79UE | Hands-on project management  | 2               | 2        |
| OPSMA-EI80UE | Decision tools for operations management                                     | 2               | 1        |
| OPSMA-EI84UE | The art of organisational resilience : revisiting the fall of france in 1940 | 2               | 2        |
| OPSMA-EI86UE | Industrial and logistics process: an overview                                | 2               | 1        |
| STRMA-EE02UE | CREATING SHARED VALUE (e-learning course)                                    | 2               | 1        |
| STRMA-EE03UE | DECISIONS AND LEADERSHIP (e-learning course)                                 | 2               | 1        |
| STRMA-EE13UE | SOCIAL INNOVATION AND ENTREPRENEURSHIP (e-learning course)                   | 2               | 1        |
| STRMA-EI05UE | Game theory in business  | 2               | 2        |
| STRMA-EI09UE | Sustainability leadership  | 2               | 1        |
| STRMA-FI01UE | Business models innovation   | 2               | 2        |

If you wish to consult the general list of courses for incoming exchange students (besides courses taught in English): <https://www.ieseg.fr/en/international/study-at-ieseg-in-exchange/course-list/>  
If you wish to consult the Academic Calendar:  
<http://www.ieseg.fr/en/student-services/academic-calendar-2/>







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