

UNIVERSITÉ
CATHOLIQUE
DE LILLE 1875



List of courses taught in English

Academic year 2019 - 2020



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CALENDAR

Academic year 2019 - 2020



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 (Afternoon)	January 6 (to be confirmed)	September 2	January 6	December 4 – January 11 Resit: June 9-13	April 8 – May 6 Resit: June 15-22	December 7	April 11
			<u>Bachelor's degree:</u> September 2	<u>Bachelor's degree:</u> January 6	<u>Bachelor's degree:</u> December 13-20 Resit: June 9-13	<u>Bachelor's degree:</u> April 20-30 Resit: June 13-20		<u>Licence:</u> June 20
			<u>Master 1:</u> September 2	<u>Master 1:</u> January 6	<u>Master 1:</u> December 9-21 Resit: February 17-21	<u>Master 1:</u> March 23-28 Resit: July 13-17		<u>Master 1:</u> July 17
FGES	August 28-30	January 6	<u>Master 2:</u> September 16	<u>Master 2:</u> to be confirmed	<u>Master 2:</u> February 3 - 8 Resit: March 23-25	<u>Master 2:</u> June 8-13 Resit: July 13-17	December 21	<u>Master 2:</u> July 17
			<u>Master accountancy and auditing:</u> September 4	<u>Master accountancy and auditing:</u> January 16	<u>Master accountancy and auditing:</u> January 6-10 Resit: March 23-25	<u>Master accountancy and auditing:</u> June 8-13 Resit: July 13-17		<u>Master accountancy and auditing:</u> 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 (exam period included)	May 31 (exam period included)
ISTC	August 30	January 3	September 2	January 6	<u>Bachelor:</u> December 11-20 <u>Master:</u> February 10-14 Resit: June-22-26	April 20 – May 7 Resit: 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> December 21 <u>5th year:</u> 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 Week of 16 Dec	Week of 03 Feb Week of 30 March Week of 25 May	December 20 (exam period included)	June 12 (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

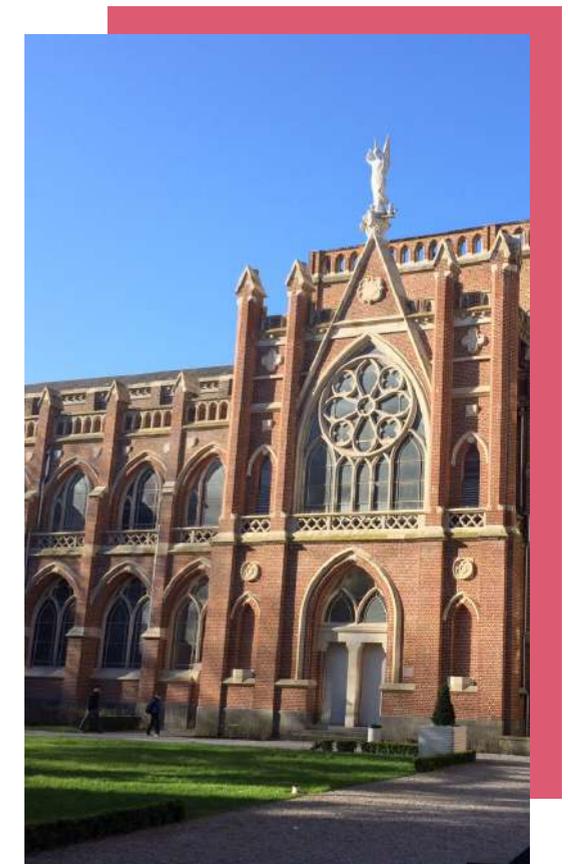
Admission and tuition fees vary according to the nature of the Study Abroad program you would like to enroll in.

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

Contact: Dr. Suzanne Bray, International Coordinator FLSH
suzanne.bray@univ-catholille.fr



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

ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Bachelor 1st year			
	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
Bachelor 2nd year			
	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
Bachelor 3rd year			
	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 th 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 th Century British Civilization	3	2
	Shakespeare in Popular Culture (LCE)	3	2
	Public Speaking (LCE)	2	1 & 2
	Business English (LEA)	1	1 & 2
Master 1st year			
	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
Master 2nd year			
	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
For International Students			
	Introduction to Psychology in France	3	2

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

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

Contact:

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Fall semester (1) = September - December; **Spring semester (2)** = January – May
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ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Bachelor 1st year			
	Focus on Europe: Italy and Roman culture	3	1
	Focus on Africa	3	2
Bachelor 2nd year			
	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
Bachelor 3rd year			
	Focus on South America	3	1
	Communication & Plans	3	1
	Focus on North America	3	2
Master 1st year			
	Serious Game	3	1
	Cross-Cultural Management	2	1
	Public Relations	2	1
Master 2nd year			
	Public Relations Seminar	1	1
All levels			
	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



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ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Bachelor 1st year (L1 European)			
2019/2020	EU Institutions & Proceedings / Course	3	1
	EU Institutions & Proceedings / Tutorials	2	
	It is compulsory to take the Course + Tutorials		
	1 course among :		
	1. Comparative Government	2	1
	2. Economics of Globalisation	2	1
	European Integration / Course	3	2
	European Integration / Tutorials	2	
	It is compulsory to take the Course + Tutorials		
	2 courses among :		
	1. Legal History and Philosophy	2	2
	2. General Principles of British Law	2	2
	3. International Relations	2	2
Bachelor 2nd year (L2 European)			
2019/2020	Public International Law I / Course	3	1
	Public International Law I / Tutorials	2	
	It is compulsory to take the Course + Tutorials		
	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	
	It is compulsory to take the Course + Tutorials		
	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 3rd year (L3 European)			
2019/2020	Public International Law II / Course	3	1
	Public International Law II / Tutorials	2	
It is compulsory to take the Course + Tutorials			
2 courses among :			
	1. European Policy	2	1
	2. Comparative Tort Law	2	1
	3. Introduction to Asian Legal Systems	2	1
2019/2020	European Competition Law / Course	3	2
	European Competition Law / Tutorials	2	
It is compulsory to take the Course + Tutorials			
2 courses among :			
	1. International Criminal Law	2	2
	1. European Human Rights	2	2
	2. Introduction to African Legal Systems	2	2
Master 1st 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 (only for students who stay for the whole academic year) (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 (only for students who stay for the whole academic year) (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^{ème} Année" courses are not open to Erasmus or International Exchange Students

POLITICAL SCIENCES



ESPOL

European School of Political and Social Sciences

Contact:

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M. Felix VON NOSTITZ, international Mobility Director

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ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Bachelor 1st year			
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
Bachelor 2nd year			
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 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
Bachelor's Degree in International Relations			
	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
Bachelor 3rd year			
Bachelor's Degree in Political Science			
	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
Bachelor's Degree in International Relations			
	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 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
Master 1st year			
	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
Master 2nd year			
	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



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
Master 1st 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 2nd 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



Contact:

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Fall semester (1) = September - December; **Spring semester (2)** = January – May
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ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Master 1st 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 2nd 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
Master 1st year			
	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
Master 2nd year			
	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
Bachelor 1st year			
	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	
Bachelor 2nd year			
	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	

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



Contact:

Ms. Aude Mabile, Academic Exchange Coordinator
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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
Bachelor 1st year			
	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
Bachelor 2nd year			
	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
Bachelor 3rd year			
	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
Master 1st year			
	X-Culture Project	3	1
<i>Please note that you can only choose ONE of the following specialization (1 or 2 course per specialization)</i>			
	Specialization 1 : Talent Acquisition and Management (part 1 and 2)	4	1
	Specialization 2 : Mobile Marketing Introduction to Business in Asia	2 2	1
	Specialization 3 : Mobile Marketing Managing nonprofit Organizations	2 2	1
<i>Please not that you can select only one of the following course:</i>			
	Managing Intercultural Teams Conflict Management Crisis Management Change management	2 2 2 2	1
Master 2nd year			
	Business Finance	2	2
<i>Please note that you can only choose ONE of the following specialization (1, 2 or 3 course per specialization)</i>			
	Specialization 1 : International Marketing Data driven Marketing Quality Management in Procurement	2 2 2	1
	Specialization 2 : E-procurement and International Sourcing Data driven Marketing Quality Management in Procurement	2 2 2	1
	Specialization 3 : Employer Branding Data driven Marketing Quality Management in Procurement	2 2 2	1
For International Students			
	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



Contact:

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Ms. Isabelle VITTE, Incoming Students Officer

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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
Bachelor 1st year			
	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
Bachelor 2nd year			
	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
Bachelor 3rd year			
	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
Elective			
	Introduction to organizational behavior	2	2
	Social Business	2	2
Master 1st year			
	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
Master 2nd year			
	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
For International Students			
	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

EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

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Fall semester (1) = September - December; **Spring semester (2)** = January – May
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ECTS CODE	DESCRIPTION	CREDITS ECTS	SEMESTER
Bachelor 1st year			
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
Bachelor 2nd year			
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 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
Bachelor 3rd year			
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 ECTS	SEMESTER
For International Students only			
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
Master 1st year & 2nd year			
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 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 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 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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