

Undergraduate exchange students coming to Marseille campus are offered to select courses from two programmes: our **KEDGE Bachelor** and our **International BBA**.
 Students can mix courses from both programmes as much as the courses do not overlap.
 Attention: we strongly advise students to select courses according to their level of study (please see 1st column of the table here below).

Usual workload for **1 semester = 6 courses**

1 business course is worth **5 ECTS** credits (**30 contact hours & 70 hours of personal homework**)

In addition, **French language courses** are available at different levels during the Fall and the Spring semesters.

Seats into courses are limited and cannot exceed 60 students per course

Course schedule: Available later via the online student Kedge portal.

Academic advisor: Véronique Spanu (veronique.spanu@kedgebs.com)

FALL 2018 SEMESTER (exact semester dates: please check the calendar on the IBBA and KEDGE Bachelor Programme Annexes)

Entry level	Year	Course code	Course title	Contact hours	ECTS	Course title translated into English	Course Language	Exams period
For Bachelor students 2nd year (basic level courses)	IBBA Year1	BBA-B1-ACC-001-E-L MRS	Fundamentals of Accounting	30	5	Fundamentals of Accounting	English	January 2019
	IBBA Year1	BBA-B1-ECO-001-E-L MRS	Economics (macro-micro)	30	5	Economics (macro-micro)	English	January 2019
	IBBA Year1	BBA-B1-LAW-001-E-L MRS	Business Law	30	5	Business Law	English	January 2019
	IBBA Year1	BBA-B1-MGT-001-E-L MRS	Business Systemic Approach	30	5	Business Systemic Approach	English	January 2019
	IBBA Year1	BBA-B1-OPS-002-E-L MRS	Quantitative Methods	30	5	Quantitative Methods	English	January 2019
	IBBA Year1	BBA-B1-MKT-001-E-L MRS	Principles of Marketing	30	5	Principles of Marketing	English	January 2019
For Bachelor students 2nd or 3rd year	KB Year 2	KBA-B2-FIN-01-E-L MRS	Financial Management	30	5	Financial Management	English	December 2018
	KB Year 2	KBA-B2-HRM-01-E-L MRS	HR and Team Management	30	5	HR and Team Management	English	December 2018
	KB Year 2	KBA-B2-MGT-01-E-L MRS	Enterprise and Leadership 3	30	5	Enterprise and Leadership 3	English	December 2018
	KB Year 2	KBA-B2-MIS-01-E-L MRS	Management Information Systems	30	5	Management Information Systems	English	December 2018
	KB Year 2	KBA-B2-MKT-01-E-L MRS	Negotiation Technics	30	5	Negotiation Technics	English	December 2018
	KB Year 2	KBA-B2-STR-01-E-L MRS	Sustainable Development	30	5	Sustainable Development	English	December 2018
	KB Year 2	KBA-B2-ACC-01-E-L MRS	Management Accounting	30	5	Management Accounting	English	December 2018
	IBBA Year 2	BBA-B2-FIN-001-E-L MRS	Introduction to Finance	30	5	Introduction to Finance	English	December 2018
	IBBA Year 2	BBA-B2-FIN-002-E-L MRS	Corporate Finance	30	5	Corporate Finance	English	December 2018
	IBBA Year 2	BBA-B2-FIN-003-E-L MRS	International asset Management	30	5	International asset Management	English	December 2018
	IBBA Year 2	BBA-B2-MKT-001-E-L MRS	International Consumer Behaviour	30	5	International Consumer Behaviour	English	December 2018
	IBBA Year 2	BBA-B2-MKT-002-E-L MRS	Brand Management	30	5	Brand Management	English	December 2018
	IBBA Year 2	BBA-B2-MKT-003-E-L MRS	Luxury Marketing Strategy	30	5	Luxury Marketing Strategy	English	December 2018
	IBBA Year 2	BBA-B2-MKT-004-E-L MRS	Digital Communication	30	5	Digital Communication	English	December 2018
	IBBA Year 2	BBA-B2-MKT-005-E-L MRS	Web Marketing	30	5	Web Marketing	English	December 2018
	IBBA Year 2	BBA-B2-MKT-006-E-L MRS	Community Management	30	5	Community Management	English	December 2018
	IBBA Year 2	BBA-B2-LAW-001-E-L MRS	International Law	30	5	International Law	English	December 2018
	IBBA Year 2	BBA-B2-MGT-001-E-D MRS	International Trade	30	5	International Trade	English	December 2018
	IBBA Year 2	BBA-B2-OTH-001-E-L MRS	English(History of the USA and US Constitution)	30	5	English(History of the USA and US Constitution)	English	December 2018
	IBBA Year 2	BBA-B2-STR-001-E-L MRS	Sustainable Development	30	5	Sustainable Development	English	December 2018
	IBBA Year 2	BBA-B2-ECO-004-E-L MRS	Foreign investment in China	30	5	Foreign investment in China	English	December 2018
	IBBA Year 2	BBA-B2-ECO-002-E-L MRS	Chinese culture and Business	30	5	Chinese culture and Business	English	December 2018
	IBBA Year 3	BBA-B3-ACC-03-E-L MRS	Comparative International Accounting	30	5	Comparative International Accounting	English	December 2018
	IBBA Year 3	BBA-B3-ACC-02-E-L MRS	Comparative International Taxation	30	5	Comparative International Taxation	English	December 2018
	IBBA Year 3	BBA-B3-ACC-01-E-L MRS	Financial Analysis	30	5	Financial Analysis	English	December 2018
	IBBA Year 3	BBA-B3-LAW-01-E-L MRS	European Competition Law	30	5	European Competition Law	English	December 2018
	IBBA Year 3	BBA-B3-MKT-01-E-L MRS	European and International Marketing	30	5	European and International Marketing	English	December 2018
	IBBA Year 3	BBA-B3-MGT-02-E-L MRS	The Euromediterranean Management Approach	30	5	The Euromediterranean Management Approach	English	December 2018
	IBBA Year 3	BBA-B3-STR-002-E-D MRS	Disability Management	30	5	Disability Management	English	December 2018
	IBBA Year 3	BBA-B3-ACC-003-F-L MRS	Comptabilité comparée	30	5	Comparative Accounting	French	December 2018
	IBBA Year 3	BBA-B3-ACC-002-F-L MRS	Fiscalité comparée	30	5	Comparative Taxation	French	December 2018
	IBBA Year 3	BBA-B3-ACC-001-F-L MRS	Diagnostic Financier	30	5	Financial Analysis	French	December 2018
	IBBA Year 3	BBA-B3-LAW-001-F-L MRS	Droit Européen de la Concurrence	30	5	European Competition Law	French	December 2018
	IBBA Year 3	BBA-B3-MKT-001-F-L MRS	Marketing Européen et International	30	5	European and International Marketing	French	December 2018
For Bachelor students 4th year	CES Year 4	CES-B4-OPS-001-E-L MRS	Project Management	30	5	Project Management	English	December 2018
	CES Year 4	CES-B4-MGT-001-E-L MRS	Business Strategy	30	5	Business Strategy	English	December 2018
	CES Year 4	CES-B4-MKT-003-E-L MRS	Marketing Communication	30	5	Marketing Communication	English	December 2018
	CES Year 4	CES-B4-MKT-001-E-L MRS	Marketing Strategy and Planning	30	5	Marketing Strategy and Planning	English	December 2018
	CES Year 4	CES-B4-MKT-004-E-L MRS	International Marketing Cases	30	5	International Marketing Cases	English	December 2018
	CES Year 4	CES-B4-MKT-002-E-L MRS	Luxury Goods Marketing	30	5	Luxury Goods Marketing	English	December 2018
	CES Year 4	CES-B4-ACC-001-E-L MRS	Management Control and Operations	30	5	Management Control and Operations	English	December 2018
	CES Year 4	CES-B4-FIN-001-E-L MRS	Investment and Financing Decisions	30	5	Investment and Financing Decisions	English	December 2018
	CES Year 4	CES-B4-FIN-002-E-L MRS	International Finance	30	5	International Finance	English	December 2018
	CES Year 4	CES-B4-OPS-01-F-L MRS	Management des Projets	30	5	Project Management	French	December 2018
	CES Year 4	CES-B4-MGT-01-F-L MRS	Stratégie	30	5	Business Strategy	French	December 2018

Course codes meaning

Example: CES-B2-FIN-01-E-L MRS

CES or **IBBA** = International BBA Programme (bachelor programme) / **KB** = KEDGE Bachelor programme

B2 = Bachelor level, 2nd year

FIN = major (e.g. Finance)

E = course taught in English

MRS = Marseille campus

NEW COURSE!

Entry level	Year	Course code	Course title	Contact hours	ECTS	Course title translated into English	Course Language	Exams period
For Bachelor students 2nd year (basic level courses)	IBBA Year 1	BBA-B1-STR-001-E-L MRS	International environment and Geopolitics	30	5	International environment and Geopolitics	English	April 2019
	IBBA Year 1	BBA-B1-OPS-003-E-L MRS	Operations Management	30	5	Operations Management	English	April 2019
	IBBA Year 1	BBA-B1-MIS-001-E-L MRS	Data Management & Information Systems (MIS)	30	5	Data Management & Information Systems (MIS)	English	April 2019
	IBBA Year 1	BBA-B1-OPS-001-E-L MRS	Project Management Methods	30	5	Project Management Methods	English	April 2019
	IBBA Year 1	BBA-B1-MGT-002-E-L MRS	Intercultural Management	30	5	Intercultural Management	English	April 2019
	IBBA Year 1	BBA-B1-ACC-002-E-L MRS	Introduction to Financial Analysis	30	5	Introduction to Financial Analysis	English	April 2019
	IBBA Year 1	BBA-B1-HRM-02-E-L MRS	Human Resources and Global Context	30	5	Human Resources and Global Context	English	April 2019
For Bachelor students in their 2nd or 3rd year	KB Year 2	KBA-B2-HRM-02-E-L MRS	Globalized HRM	30	5	Globalized HRM	English	May 2018
	KB Year 2	KBA-B2-MGT-03-E-L MRS	Cross Cultural Management	30	5	Cross Cultural Management	English	May 2018
	KB Year 2	KBA-B2-MKT-02-E-L MRS	International Marketing	30	5	International Marketing	English	May 2018
	KB Year 2	KBA-B2-OPS-01-E-L MRS	Supply Chain Management	30	5	Supply Chain Management	English	May 2018
	KB Year 2	KBA-B2-STR-02-E-L MRS	Corporate Strategy	30	5	Corporate Strategy	English	May 2018
	KB Year 2	KBA-B3-FIN-001-E-L MRS IFC	Ethical Finance	30	5	Ethical Finance	English	May 2018
	KB Year 2	KBA-B3-MKT-002-E-L MRS IFC	E-Marketing	30	5	E-Marketing	English	May 2018
	KB Year 2	KBA-B3-XXX-XX-E-L MRS IFC	Leadership & Change Management	30	5	Leadership & Change Management	English	May 2018
	KB Year 2	KBA-B3-XXX-XX-E-L MRS IFC	International Business & Geostrategy	30	5	International Business & Geostrategy	English	May 2018
	IBBA Year 3	BBA-B3-OPS-01-E-L MRS	European Logistics Management	30	5	European Logistics Management	English	May 2018
	IBBA Year 3	BBA-B3-MGT-03-E-L MRS	Entrepreneurship	30	5	Entrepreneurship	English	May 2018
	IBBA Year 3	BBA-B3-MIS-01-E-L MRS	E Business	30	5	E Business	English	May 2018
	IBBA Year 3	BBA-B3-MGT-04-E-L MRS	Business in Intercultural Context	30	5	Business in Intercultural Context	English	May 2018
	IBBA Year 3	BBA-B3-HRM-01-E-L MRS	Organizational Behavior	30	5	Organizational Behavior	English	May 2018
	IBBA Year 3	BBA-B3-STR-01-E-L MRS	Sustainable Development	30	5	Sustainable Development	English	May 2018
	IBBA Year 3	BBA-B3-STR-002-E-D MRS	Disability Management	30	5	Disability Management	English	May 2018
	IBBA Year 3	BBA-B3-OPS-01-F-L MRS	Logistique Européenne	30	5	European Logistics	French	May 2018
	IBBA Year 3	BBA-B3-MGT-03-F-L MRS	Entrepreneurship	30	5	Entrepreneurship	French	May 2018
	IBBA Year 3	BBA-B3-MIS-01-F-L MRS	E Business	30	5	E-Business	French	May 2018
	IBBA Year 3	BBA-B3-MGT-04-F-L MRS	Commerce en Contexte Interculturel	30	5	Business in Intercultural Context	French	May 2018
	IBBA Year 3	BBA-B3-HRM-01-F-L MRS	Comportement Organisationnel	30	5	Organisational Behaviour	French	May 2018
	IBBA Year 3	BBA-B3-STR-01-F-L MRS	Développement Durable	30	5	Sustainable Development	French	May 2018

Course codes meaning

Example: CES-B2-FIN-01-E-L MRS

CES or IBBA = International BBA Programme (bachelor programme) / **KB** = KEDGE Bachelor programme

B2 = Bachelor level, 2nd year

FIN = major (e.g. Finance)

E = course taught in English

MRS = Marseille campus

Level of entry	Undergraduate/bachelor exchange students can take courses within the International BBA (IBBA) Programme.																								
Programme Structure	<p>The programme starts every year in September, ends in May, and is divided into 2 semesters.</p> <ul style="list-style-type: none">- Fall: September to December- Spring: January to mid-May (mid-June for resit exams) <p>See detailed calendar on page 2</p> <p>1 semester = 6 courses. 1 course = 30 hours = 5 ECTS credits</p>																								
Course Offer and Registration	<p><u>BUSINESS COURSES</u></p> <p>Course offer: the list of courses offered can be found on the document attached. In addition to the IBBA courses, students can choose to take courses from the KEDGE Bachelor programme, and mix courses from both programmes, depending on their level of studies.</p> <p>Course workload: The usual workload for a regular Kedge student is 6 courses (30 ECTS) per semester. However, for incoming students, the home institution decides on the number of credits to be completed by its own students (with a minimum of 4 courses and a maximum of 30 ECTS of business courses per semester).</p> <p>Course timetable: the information regarding the time (morning/afternoon or evening) for each course is specified into the online course selection application and in the student web page (Campus Virtuel) once the courses are selected.</p> <p>Course syllabi: https://campusvirtuel.kedgebs.com/ > select the English flag at the top right hand corner > do not log in, instead click on: Menu > “Net Syllabus (Public Access)” > Select academic year 2018-2019 and the semester; School: Marseille; Training: IBBA or CeseMed</p> <p>Level: IBBA 1, 2, 3 for courses starting with BBA-B1-XX or BBA-B2-XX or courses starting with BBA-B3-XX</p> <p>Training CeseMed and level CeseMed 4 for courses starting with CES-B4-XXX</p> <p>Language of instruction: Most of the classes are offered in English or French.</p> <p>Course registration: students will have to register online for courses. They will receive an e-mail as soon as the registration website opens, and once they are officially admitted to study at KEDGE BS.</p> <p>The registration will be done according to the “first come, first served” rule. The school reserves the right of admission in every case and of awarding available places according to compliance with requirements.</p> <p>Resit exams: Retake exams are usually held at KEDGE, a few weeks after the end of the semester (see calendar on page 2). Students willing to register for re-sit exams must contact the IBBA programme and ask for registration.</p> <p>Resit exams are assigned on Kedge campus only.</p> <p><u>FLE (French As Foreign Language course)</u></p> <p>French language courses are available at different levels during the Fall and the Spring semesters.</p> <p>A placement test is compulsory to register for this course. Instructions regarding the course registration process will be sent by email to the student in June (Fall Semester) and November (Spring Semester).</p>																								
Evaluation and transcripts	<p>Attendance in all courses is compulsory. Each course will be individually evaluated and one final grade will be awarded per course.</p> <p>The students will receive a local grade (based on a 20-point grading scale, passing grade = 10/20), as well as an ECTS grade (according to the following grid).</p> <table><tr><th>ECTS Grade</th><th>% of successful students achieving the grade</th><th>Definition</th></tr><tr><td>A</td><td>10%</td><td>Excellent</td></tr><tr><td>B</td><td>25%</td><td>Very good</td></tr><tr><td>C</td><td>30%</td><td>Good</td></tr><tr><td>D</td><td>25%</td><td>Satisfactory</td></tr><tr><td>E</td><td>10%</td><td>Sufficient</td></tr><tr><td>FX</td><td>-</td><td>Fail — some more work required before the credit can be awarded</td></tr><tr><td>F</td><td>-</td><td>Fail — considerable work required</td></tr></table> <p>Transcripts of records will be sent to the home institution coordinator by mid-March for the Fall semester students, and by mid-July for the Spring semester and full-year students.</p>	ECTS Grade	% of successful students achieving the grade	Definition	A	10%	Excellent	B	25%	Very good	C	30%	Good	D	25%	Satisfactory	E	10%	Sufficient	FX	-	Fail — some more work required before the credit can be awarded	F	-	Fail — considerable work required
ECTS Grade	% of successful students achieving the grade	Definition																							
A	10%	Excellent																							
B	25%	Very good																							
C	30%	Good																							
D	25%	Satisfactory																							
E	10%	Sufficient																							
FX	-	Fail — some more work required before the credit can be awarded																							
F	-	Fail — considerable work required																							
Double Degree	<p>Students selected for a double-degree in the IBBA programme (based on our agreement with their home institution) will have to follow a specific programme (details can be provided by the school’s academic advisor). To get the IBBA diploma, applicants must be less than 27 year old on the first day they enter the school.</p>																								

Academic Calendar

May be subject to change under exceptional circumstances

FALL 2018	
August 28 - 31	Airport/Train station pick-up service (optional)
September 3 - 7	International Student Orientation Session
September 10	Start of courses
October 29 - November 2	Holidays (no classes)
November 30 - December 9	IBBA Year 2 courses exams
December 3 - 11	IBBA Year 4 courses exams
December 10 - 16	IBBA Year 3 courses exams
January 7 - 13	IBBA Year 1 courses exams
January 14 - 20	IBBA Year 2 courses re-sit exams
January 28 - 31	IBBA Year 4 courses re-sit exams
March 11 - 17	IBBA Year 1 & 3 courses re-sit exams

SPRING 2019	
January 7	Airport/Train station pick-up service (optional)
January 8 - 11	International Student Orientation Session
January 14	Start of courses
February 18 - 22	Holidays (no classes)
April 15 – 22 included	Holidays (no classes)
April 23 - 30	IBBA Year 1 courses exams
April 30 – May 7	Holidays (no classes) IBBA Year 1
May 1 and 8	National holidays (no classes)
May 6 - 12	IBBA Year 3 courses exams
June 11 - 16	IBBA Year 1 courses re-sit exams
June 17 - 23	IBBA Year 3 courses re-sit exams

The academic year of the Programme Grande Ecole ("Master in Management") is divided into **8 Cycles**, from mid-September to early June.

1 Cycle = 4 Weeks = possibility to take **1 or 2 courses** per cycle

1 course = 5 ECTS credits = 30 hours (Management courses) or 45 hours (French language course)

Students willing to take 2 courses in one cycle must make sure to take:

- Cycles 1, 2, 4, 5, 7, 8: 1 morning class + 1 afternoon class or 1 morning class + 1 evening class in the same cycle so that the timetables do not overlap

- Cycles 3, 6: **1 course per week** with a limit of **2 courses** (example: 1 course in Week 1 + 1 course in Week 2, or 1 course in Week 1 + 1 course in Week 4, etc.)

Online core courses: Only open to double degree students, they do not appear on the list here below. More information will be sent directly to the students concerned.

Course syllabi: www.campusvirtuel.net > select the English flag at the top right hand corner > do not log in, instead click on: "Net Syllabus (Public Access)" to the left > Select the academic year and the semester; School: Marseille;
 Training: ESC; Level: ESC Bachelor or ESC Master or ESC Master 1 or ESC Master 2 (in case the 2017-2018 syllabi are not available yet, you may refer to the 2016-2017 academic year knowing that they may be subject to slight changes)

Contact: Deel De Baschmakoff, Programme Grande Ecole ("Master in Management") Academic Advisor, deel.debaschmakoff@kedgbs.com

Cycle 1: September - October (final exam included)			
Course code	Course title	Taught in	Field of study
EXC-M4-LNG-004-F-L-MRS #1	French language for international students (Basic / Medium / Proficient)		
PGE-M5-STR-219-E-L-MRS #1	Cases in international CSR	English	STRATEGY
PGE-M5-MGT-218-E-L-MRS #1	Creating and sustaining a successful enterprise	English	MANAGEMENT
PGE-M5-HRM-002-E-L-MRS #1	Cross cultural management	English	HRM
PGE-M5-HRM-006-E-L-MRS #1	International Human Resource Management	English	HRM
PGE-M5-STR-218-E-L-MRS #1	Communicating corporate strategy	English	STRATEGY
PGE-M5-MKT-221-E-L-MRS #1	Customer Relationship Management, Implementation and Application	English	MARKETING
PGE-M5-MKT-206-E-L-MRS #1	Jewellery Marketing	English	MARKETING
PGE-M5-STR-218-E-L-MRS #1	Communicating Corporate Strategy	English	STRATEGY
PGE-M5-MKT-236-E-L-MRS #1	Capitalism and changes	English	MARKETING
PGE-M5-ACC-206-F-L-MRS #1	Coût et prise décision managériale	French	ACCOUNTING
PGE-M5-FIN-217-F-L-MRS #1	Management financier de projets PME PMI	French	FINANCE
PGE-M5-HRM-003-F-L-MRS #1	Management des hommes et des équipes	French	HRM
PGE-M5-ACC-205-F-L-MRS #1	Audit, contrôle interne et gestion des risques d'entreprise	French	ACCOUNTING
PGE-M5-MGT-214-F-B-MRS #1	Management et langage	French	MANAGEMENT
Cycle 2: October - November (final exam included)			
Course code	Course title	Taught in	Field of study
EXC-M4-LNG-004-F-L-MRS #2	French language for international students (Basic / Medium / Proficient)		
PGE-M5-MKT-004-E-L-MRS #2	Services Marketing	English	MARKETING
PGE-M5-HRM-001-E-L-MRS #2	Leadership EN	English	HRM
PGE-M5-HRM-006-E-L-MRS #2	International human resources management	English	HRM
PGE-M5-MKT-214-E-L-MRS #2	International marketing	English	MARKETING
PGE-M5-MKT-201-E-L-MRS #2	International brand management	English	MARKETING
PGE-M5-STR-224-E-L-MRS #2	Corporate global strategy and country risk	English	STRATEGY
PGE-M5-MGT-213-E-B-MRS #2	Starting knowledge management	English	MANAGEMENT
PGE-M5-MGT-221-E-L-MRS #2	Asian management	English	MANAGEMENT
PGE-M5-STR-211-E-L-MRS #2	International relations of the environment, natural resources and sustainable	English	STRATEGY
PGE-M5-STR-207-E-L-MRS #2	Introduction to international business	English	STRATEGY
PGE-M5-STR-224-E-L-MRS #2	Corporate global strategy and country risk	English	STRATEGY
PGE-M5-MKT-224-E-L-MRS #2	Purchasing Marketing	English	MARKETING
PGE-M5-STR-211-E-L-MRS #2	International relations of the environment and sustainable development	English	STRATEGY
PGE-M5-MKT-224-E-L-MRS #2	Purchasing Marketing	English	MARKETING
PGE-M5-FIN-002-F-L-MRS #2	Gestion d'actifs et de portefeuilles	French	FINANCE
PGE-M5-HRM-001-F-L-MRS #2	Leadership FR	French	HRM
Cycle 3: November - December (final exam included)			
Course code	Course title	Taught in	Field of study
PGE-M5-ECO-203-E-L-MRS #3	Regional Business Environment : Asia (China & India)	English	ECONOMICS
PGE-M5-MGT-009-E-L-MRS #3	Project management	English	MANAGEMENT
PGE-M5-MKT-221-E-L-MRS #3	Customer Relationship Management, Implementation and Application	English	MARKETING
PGE-M5-MKT-001-E-L-MRS #3	Consumer behavior	English	MARKETING
PGE-M5-MKT-003-E-L-MRS #3	Brand Management	English	MARKETING
PGE-M5-HRM-006-E-L-MRS #3	HRM policies and practices	English	HRM
PGE-M5-MKT-209-E-L-MRS #3	Street marketing	English	MARKETING
PGE-M5-STR-212-E-L-MRS #3	Geopolitics and world of business	English	STRATEGY
PGE-M5-STR-242-E-L-MRS #3	Regional business environment in Asia (China & India)	English	STRATEGY
PGE-M5-FIN-009-E-L-MRS #3	International financial system	English	FINANCE
PGE-M5-STR-227-E-L-MRS #3	Managing knowledge in organization	English	STRATEGY
PGE-M5-STR-238-E-L-MRS #3	E-health and integrated services	English	STRATEGY
PGE-M5-STR-230-F-L-MRS #3	Stratégie de croissance	French	STRATEGY
PGE-M5-MGT-011-F-L-MRS #3	Le leadership autrement : le parcours du héros	French	MANAGEMENT
PGE-M5-FIN-216-F-L-MRS #3	Actuariat de l'assurance vie et retraite	French	FINANCE
PGE-M5-STR-234-F-L-MRS #3	Guerre ou intelligence économique ?	French	STRATEGY
PGE-M5-STR-234-F-L-MRS #3	Management commercial	French	STRATEGY
PGE-M5-MGT-222-C-L-MRS #3	Chinese Track : International Management & Chinese MNCs	Chinese	MANAGEMENT
PGE-M5-FIN-001-F-L-MRS #3	Finance d'entreprise	French	FINANCE
Cycle 4: January - February (final exam included)			
Course code	Course title	Taught in	Field of study
EXC-M4-LNG-004-F-L-MRS #4	French language for international students (Basic / Medium / Proficient)		
PGE-M5-HRM-004-E-L-MRS #4	HRM policies and practices	English	HRM
PGE-M5-FIN-212-E-L-MRS #4	International macroeconomics	English	FINANCE
PGE-M5-MKT-205-E-L-MRS #4	Luxury and cosmetic marketing	English	MARKETING
PGE-M5-FIN-213-E-L-MRS #4	Financial information and decision	English	FINANCE
PGE-M5-MKT-202-E-L-MRS #4	Luxury fashion Marketing in global markets	English	MARKETING
PGE-M5-STR-240-E-L-MRS #4	Innovating organizations and new business model in Health sector	English	STRATEGY
PGE-M5-FIN-001-F-L-MRS #4	Gestion d'actifs et de portefeuilles	French	FINANCE
PGE-M5-HRM-005-F-L-MRS #4	Gestion des conflits	French	HRM
PGE-M5-ACC-207-F-L-MRS #4	Pilotage de la performance	French	ACCOUNTING
PGE-M5-MKT-007-F-L-MRS #4	Marketing digital	French	MARKETING

Cycle 5: February - March (final exam included)			
Course code	Course title	Taught in	Field of study
EXC-M4-LNG-004-F-MRS #5	French language for international students (Basic / Medium / Proficient)		
PGE-M5-HRM-002-E-L-MRS #5	Cross cultural management	English	HRM
PGE-M5-STR-213-E-L-MRS #5	International Trade Policy and Business Strategy	English	STRATEGY
PGE-M5-FIN-211-E-L-MRS #5	Finance and social entrepreneurship	English	FINANCE
PGE-M5-STR-212-E-L-MRS #5	Geopolitics and world of business	English	STRATEGY
PGE-M5-MKT-201-E-B-MRS #5	International brand management	English	MARKETING
PGE-M5-MKT-223-E-L-MRS #5	Strategic Customer Management	English	MARKETING
PGE-M5-STR-218-E-L-MRS #5	Communicating corporate strategy	English	STRATEGY
PGE-M5-STR-203-E-L-MRS #5	Ethics and sustainable development in Health	English	STRATEGY
PGE-M5-STR-208-E-L-MRS #5	Competitive Intelligence	English	STRATEGY
PGE-M5-MKT-003-F-L-MRS #5	Management de la marque	French	MARKETING
PGE-M5-HRM-001-F-L-MRS #5	Leadership FR	French	HRM
PGE-M5-ACC-206-F-L-MRS #5	Coût et prise décision managériale	French	ACCOUNTING
PGE-M5-MKT-227-F-L-MRS #5	Créativité et vidéo	French	MARKETING
PGE-M5-MKT-203-F-L-MRS #5	Marketing tribal et communautés de marques	French	MARKETING
PGE-M5-ACC-205-F-L-MRS #5	Audit, contrôle interne et gestion des risques d'entreprise	French	ACCOUNTING
PGE-M5-MKT-005-F-L-MRS #5	Marketing responsable et développement durable	French	MARKETING

Cycle 6: March - March (final exam included)			
Course code	Course title	Taught in	Field of study
PGE-M5-MKT-206-E-L-MRS #6	Tribal Marketing and brand communities	English	MARKETING
PGE-M5-MKT-210-E-L-MRS #6	Luxury brand research	English	MARKETING
PGE-M5-STR-210-E-L-MRS #6	Strategic business relationship	English	STRATEGY
PGE-M5-STR-207-E-L-MRS #6	Introduction to international business	English	STRATEGY
PGE-M5-STR-229-E-L-MRS #6	From business model to business plan	English	STRATEGY
PGE-M5-FIN-008-E-L-MRS #6	Risk management and derivatives	English	FINANCE
PGE-M5-MKT-003-E-L-MRS #6	Brand Management	English	MARKETING
PGE-M5-FIN-007-E-L-MRS #6	International accounting and consolidated statements	English	FINANCE
PGE-M5-HRM-204-E-L-MRS #6	Human resources management in MENA	English	HRM
PGE-M5-STR-232-E-L-MRS #6	Geopolitical risk and Business	English	STRATEGY
PGE-M5-MKT-202-E-L-MRS #6	Luxury fashion Marketing in global markets	English	MARKETING
PGE-M5-MKT-208-E-L-MRS #6	Strategy and luxury	English	MARKETING
PGE-M5-STR-225-E-L-MRS #6	Strategic behavior and gaming	English	STRATEGY
PGE-M5-MKT-007-E-L-MRS #6	Digital marketing	English	MARKETING
PGE-M5-MKT-001-E-L-MRS #6	Consumer behavior	English	MARKETING
PGE-M5-MGT-009-E-L-MRS #6	Project Management	English	MANAGEMENT
PGE-M5-STR-209-E-L-MRS #6	Financial globalization and geopolitics	English	STRATEGY
PGE-M5-MKT-226-F-L-MRS #6	Management commercial	French	MARKETING
PGE-M5-FIN-221-F-L-MRS #6	Impact des investissements et performance extra-financière	French	FINANCE
PGE-M5-FIN-001-F-L-MRS #6	Finance d'entreprise	French	FINANCE
PGE-M5-STR-222-F-L-MRS #6	Management participatif et réseaux d'innovation sociale	French	STRATEGY
PGE-M5-STR-226-F-L-MRS #6	Innovation stratégique et nouvelles dynamiques concurrentielles	French	STRATEGY
PGE-M5-STR-234-F-L-MRS #6	Guerre ou intelligence économique ?	French	STRATEGY
PGE-M5-ECO-206-F-L-MRS #6	Organisation économique et stratégie des firmes	French	ECONOMICS

Cycle 7: April - April (final exam included)			
Course code	Course title	Taught in	Field of study
PGE-M5-MKT-006-E-L-MRS #7	Brand cultures and marketing strategy	English	MARKETING
PGE-M5-MGT-203-E-L-MRS #7	Crisis Management in Health sectors	English	MANAGEMENT
PGE-M5-FIN-210-F-L-MRS #7	Capital investissement	French	FINANCE
PGE-M5-ACC-207-F-L-MRS #7	Pilotage de la performance	French	ACCOUNTING
PGE-M5-FIN-010-F-L-MRS #7	Management des hommes et des équipes	French	FINANCE
PGE-M5-FIN-010-F-L-MRS #7	Ingénierie financière	French	FINANCE

Cycle 8: May - June (final exam included)			
Course code	Course title	Taught in	Field of study
PGE-M5-LAW-201-E-L-MRS #8	International business law in global context	English	STRATEGY
PGE-M5-FIN-006-E-L-MRS #8	Ethical Finance and ISR	English	FINANCE
PGE-M5-MGT-213-E-B-MRS #8	Starting knowledge management	English	MANAGEMENT
PGE-M5-FIN-222-F-L-MRS #8	Financement bancaire et régulations	French	FINANCE
PGE-M5-MKT-219-F-L-MRS #8	Innover dans les services	French	MARKETING

Please note that other courses will be added later








Bordeaux or Marseille Campuses

KEDGE Bachelor (Fall & Spring semesters)

Programme Annex (Semesters 3 & 4)








Simple Exchange

2018/2019






























































Incoming Students concerned	The programme will receive undergraduate Simple Exchange students . Students can choose between Marseille or Bordeaux campuses.																									
Programme Structure	Exchange Students will take classes within the KEDGE Bachelor programme. The academic year is divided into 2 semesters. See detailed calendar on page 3.																									
	<div>FALL SEMESTER 2018 [September – December]</div> <div>Semester 3   or  Courses offered in French or English</div> <div>Semester 5   or  Courses offered in French or English (Semester 5's tracks are subject to availability)</div>	<div>SPRING SEMESTER 2019 [January – May]</div> <div>Semester 4  Courses offered in English only</div>																								
	Each management course is worth 5 ECTS credits and represents 30 contact hours.																									
Course Offer and Registration	<u>BUSINESS COURSES</u> Course offer: the list of courses offered in each semester can be found on page 3. No mix of courses between the semesters is possible. In Marseille campus, students can mix courses from KEDGE Bachelor programme and IBBA programmes. Course syllabi: https://campusvirtuel.kedgebs.com/ > select the English flag at the top right hand corner > do not log in, instead click on: Menu > “Net Syllabus (Public Access)” > Select the academic year and the semester; School: Bordeaux; Training: KEDGE BACHELOR Bordeaux; Level KBA 2 or 3. Course load: At KEDGE, regular students of the KEDGE Bachelor programme must complete 30 ECTS per semester. As for incoming students, the home institution decides on the number of credits to be completed by its own students. Language of instruction: students can choose to attend the Fall semester in French or in English. The Spring semester is only taught in English. Registration: students will receive an e-mail from the programme detailing the course registration process. <u>FLE (French As Foreign Language course)</u> French language courses are available at different levels during the Fall and the Spring semesters (not available, however, for the students selecting the KEDGE Bachelor track in French). They are worth 0 or 5 ECTS (according to the agreement between KEDGE and your home university) and represent a minimum of 30 contact hours per semester. A placement test is compulsory to register to this course. Instructions will be sent by email to the student in June (Fall Semester) and November (Spring Semester).																									
Evaluation and transcripts	Attendance in all courses is compulsory . Each course will be individually evaluated. The students will receive a local grade (based on a 20-point grading scale, passing grade = 10/20), as well as an ECTS grade (according to the following grid). <table><tr><th>ECTS Grade</th><th>% of successful students achieving the grade</th><th>Definition</th></tr><tr><td>A</td><td>10%</td><td>Excellent</td></tr><tr><td>B</td><td>25%</td><td>Very good</td></tr><tr><td>C</td><td>30%</td><td>Good</td></tr><tr><td>D</td><td>25%</td><td>Satisfactory</td></tr><tr><td>E</td><td>10%</td><td>Sufficient</td></tr><tr><td>FX</td><td>-</td><td>Fail — some more work required before the credit can be awarded</td></tr><tr><td>F</td><td>-</td><td>Fail — considerable work required</td></tr></table> Re-sit exams are offered for each semester for students failing in a course (= obtaining a grade below 10/20). Students will have to be physically present in Bordeaux or Marseille in order to take them. See exact dates of the re-sit exams on the calendar on page 2. Transcripts of records will be sent to the home institution coordinator by mid-March for the Fall semester students, and by mid-July for the Spring semester and full-year students.		ECTS Grade	% of successful students achieving the grade	Definition	A	10%	Excellent	B	25%	Very good	C	30%	Good	D	25%	Satisfactory	E	10%	Sufficient	FX	-	Fail — some more work required before the credit can be awarded	F	-	Fail — considerable work required
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Academic Calendar

To be confirmed

FALL SEMESTER 2018 [September – December]	SPRING SEMESTER 2019 [January – May]
<p style="text-align: center;">Semester 3   or </p> <ul style="list-style-type: none"> • Airport/ Train station pick-up service: August 28 - 31 • International Student Orientation Session: Bordeaux Campus: September 4 – 7 Marseille Campus: September 3 – 6 • Start of courses: September 10 • Holidays (no classes): October 29 – November 2 • Exam session: December 10 – 21 • End of the semester: December 21 • Re-sit exam session: Mid-June 	<p style="text-align: center;">Semester 4 </p> <ul style="list-style-type: none"> • Airport/ Train station pick-up service: January 7 • International Student Orientation Session: January 8 – 11 <ul style="list-style-type: none"> • Start of courses: January 14 • Winter Holidays (no classes): February 18 – 22 • Easter Holidays (no classes): April 15 – 22 included <ul style="list-style-type: none"> • Exam session: April 23 – 30 • End of the semester: April 30 • Re-sit exam session: Mid-June
<p style="text-align: center;">Semester 5   or </p> <ul style="list-style-type: none"> • Airport/ Train station pick-up service: August 28 - 31 • International Student Orientation Session: Bordeaux Campus: September 4 – 7 Marseille Campus: September 3 – 6 • Start of courses: September 10 • Holidays (no classes): October 29 – November 2 • Exam session: November 26 – December 2 • End of the semester: December 21 • Re-sit exam session: July 1 – 7 	

Courses offered by semester:

FALL SEMESTER 2018 [September – December]	SPRING SEMESTER 2019 [January – May]																				
<p align="center">Semester 3 – 35 ECTS</p> <p align="center">  or </p> <ul style="list-style-type: none"> • Financial Management • Management Accounting • Negotiation Technics • Enterprise & Leadership • Sustainable Development • Management Information systems • HR & Team management • French as foreign language (beginner / intermediate / advanced levels) 	<p align="center">Semester 4 – 35 ECTS</p> <p align="center"></p> <ul style="list-style-type: none"> • Applied financial case studies • Management applied to regional industries • International marketing • Corporate strategy • Supply chain management • Cross cultural management • Globalized HRM • French as foreign language (beginner / intermediate / advanced levels) 																				
<p align="center">Semester 5 – 30 ECTS (Those tracks are subject to availability)</p> <p align="center">  or </p> <p>Common Courses to all specializations :</p> <ul style="list-style-type: none"> • Business Game • Diagnostic & Case Study <p>BORDEAUX or MARSEILLE Campus:</p> <table border="1"> <thead> <tr> <th>1 specialisation to select</th><th>Related courses</th></tr> </thead> <tbody> <tr> <td> Marketing [Bordeaux]   </td><td> -Digital Marketing -Luxury Marketing -Marketing Data Collection & Analysis -Market Shaping Strategies </td></tr> <tr> <td> Supply Chain Management [Bordeaux]   </td><td> -Supply Chain Management -Transportation Management -Production and Inventory Management -Supply Chain Planning </td></tr> <tr> <td> Management des Ressources Humaines [Bordeaux]   </td><td> -Recrutement -Management des compétences -Droit en Ressources Humaines -Bien-être au travail </td></tr> <tr> <td> Management et Négociation Stratégique [Bordeaux]   </td><td> -Techniques de Négociation -Les Fondamentaux de la Relation Client -Management & Leadership -L'approche Spécifique et l'économie Solidaire </td></tr> <tr> <td> Banque & Finance [Bordeaux or Marseille]   </td><td> -Stratégie Bancaire -Analyse et Gestion des Risques en Milieu Bancaire -Bourses et Titres Financiers -Comptabilité Financière des Banques </td></tr> <tr> <td> Trade Management Development [Marseille]   </td><td> -Stratégie Bancaire -Analyse et Gestion des Risques en Milieu Bancaire -Bourses et Titres Financiers -Comptabilité Financière des Banques </td></tr> <tr> <td> International Transport and Maritime Supply Chain [Marseille]   </td><td> - Strategy and Management of International Logistics - Managing and Mastering means of International Transportation - International Customs Regime and Procedures - Management of International Trade Operations </td></tr> <tr> <td> Banque et Assurances [Marseille]   </td><td> - Actuariat et Produits d'assurances - Gestion patrimoine et instruments financiers - Analyse et Gestion des risques en milieu bancaire - Systèmes financiers et réglementation bancaire </td></tr> <tr> <td> Start-up, entrepreneuriat et transmission [Marseille]   </td><td> - De l'idée au projet - Décoder le code - Le business model (BM) de votre projet - Du BM au Business plan (BP) </td></tr> </tbody> </table>	1 specialisation to select	Related courses	Marketing [Bordeaux]  	-Digital Marketing -Luxury Marketing -Marketing Data Collection & Analysis -Market Shaping Strategies	Supply Chain Management [Bordeaux]  	-Supply Chain Management -Transportation Management -Production and Inventory Management -Supply Chain Planning	Management des Ressources Humaines [Bordeaux]  	-Recrutement -Management des compétences -Droit en Ressources Humaines -Bien-être au travail	Management et Négociation Stratégique [Bordeaux]  	-Techniques de Négociation -Les Fondamentaux de la Relation Client -Management & Leadership -L'approche Spécifique et l'économie Solidaire	Banque & Finance [Bordeaux or Marseille]  	-Stratégie Bancaire -Analyse et Gestion des Risques en Milieu Bancaire -Bourses et Titres Financiers -Comptabilité Financière des Banques	Trade Management Development [Marseille]  	-Stratégie Bancaire -Analyse et Gestion des Risques en Milieu Bancaire -Bourses et Titres Financiers -Comptabilité Financière des Banques	International Transport and Maritime Supply Chain [Marseille]  	- Strategy and Management of International Logistics - Managing and Mastering means of International Transportation - International Customs Regime and Procedures - Management of International Trade Operations	Banque et Assurances [Marseille]  	- Actuariat et Produits d'assurances - Gestion patrimoine et instruments financiers - Analyse et Gestion des risques en milieu bancaire - Systèmes financiers et réglementation bancaire	Start-up, entrepreneuriat et transmission [Marseille]  	- De l'idée au projet - Décoder le code - Le business model (BM) de votre projet - Du BM au Business plan (BP)	
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Incoming Students concerned	<p>The programme is of Master level and is open to both undergraduate (Bachelor 3rd and 4th year) and graduate incoming students.</p> <ul style="list-style-type: none">- Undergraduate Incoming students will have to register for “Intermediate” level courses*.- Graduate Incoming Students will have to register for “Advanced” level courses.																								
Programme Structure	<p>The programme starts every year in September, ends in June, and is divided into 8 cycles of 4 weeks each (see calendar with dates of each cycle on page 2):</p> <ul style="list-style-type: none">- 1 cycle = possibility to take 1 or 2 courses- 1 course = 30 hours = 5 ECTS credits <p>Based on our cycle system, students have the possibility to arrive and leave KEDGE BS on the cycles of their choice (every 4 weeks) and to take as many courses as they wish, with a limit of 2 per cycle</p>																								
Course Offer and Registration	<p>Course offer: the list of courses offered in each cycle can be found on the document attached.</p> <p>French language courses can be taken in cycles 1, 2, 4 and 5 as a morning course. They are worth 5 ECTS credits and involve 45 contact hours. They cannot be taken at the same time as another morning management course in the same cycle. A placement test is compulsory to register to this course. Instructions will be sent by email to the student throughout June/November.</p> <p>Course load: at KEDGE BS, regular students of the Programme Grande Ecole (“Master in Management”) must complete 30 ECTS credits per semester. As for incoming students, the home institution decides on the number of credits to be completed by its own students.</p> <p>Course syllabi: https://campusvirtuel.kedgebs.com/ > select the English flag at the top right hand corner > do not log in, instead click on: Menu > “Net Syllabus (Public Access)”> Select the academic year and the semester; School: Bordeaux; Training: Exchanges; Level: Exchanges Bachelor or Master or Bachelor&Master.</p> <p>Language of instruction: both English-taught and French-taught courses are offered in each cycle.</p> <p>Registration: students will have to register online for courses (www.electifs.kedgebs.aleaur.com). They will receive an e-mail as soon as the registration website opens. The school reserves the right of admission in every case and of awarding available places according to compliance with requirements. Important: no course change nor withdrawal can be accepted after the registration deadlines.</p>																								
Evaluation and transcripts	<p>Attendance in all courses is compulsory. Each course will be individually evaluated and one final grade will be awarded per course.</p> <p>There is no re-sit exam. Students cannot do an extra work to get a better grade. They cannot negotiate with the teacher. They can possibly take an extra course in another Cycle.</p> <p>The students will receive a local grade (based on a 20-point grading scale, passing grade = 10/20), as well as an ECTS grade (according to the following grid).</p> <table><tr><th>ECTS Grade</th><th>Rank of the student in the class</th><th>Definition</th></tr><tr><td>A</td><td>Top 10% of the passing students</td><td>Excellent</td></tr><tr><td>B</td><td>Following 25%</td><td>Very good</td></tr><tr><td>C</td><td>Following 30%</td><td>Good</td></tr><tr><td>D</td><td>Following 25%</td><td>Satisfactory</td></tr><tr><td>E</td><td>Last 10%</td><td>Sufficient</td></tr><tr><td>FX</td><td>-</td><td>Fail - some more work required before the credit can be awarded</td></tr><tr><td>F</td><td>-</td><td>Fail - considerable work required</td></tr></table> <p>The transcripts of records will be sent to the home institution coordinator by mid-February for the Fall semester students, and by mid-July for the Spring semester and full-year students.</p>	ECTS Grade	Rank of the student in the class	Definition	A	Top 10% of the passing students	Excellent	B	Following 25%	Very good	C	Following 30%	Good	D	Following 25%	Satisfactory	E	Last 10%	Sufficient	FX	-	Fail - some more work required before the credit can be awarded	F	-	Fail - considerable work required
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Double Degree	<p>Students selected for a Double Degree will have to complete*: 60 ECTS credits of elective management courses (at least 30 ECTS completed at KEDGE), 6 online core courses, a ProAct (group project), a Master Thesis, an English language test and a 6-month working experience. Please refer to the <i>Double Degree Requirements</i> document for more details.</p> <p>DD Students will have to start at KEDGE BS preferably on cycle 1 (September) or on cycle 4 (January).</p> <p><i>*Some institutions might have different requirements. Please refer to our agreement</i></p> <p>To get the Programme Grande Ecole (“Master in Management”) diploma, applicants must be less than 28 year old on the first day they enter the school.</p>																								

May be subject to change under exceptional circumstances

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Compulsory Orientation Session for new Incoming Students

Note: students can arrive and leave on the cycles of their choice. Smaller Orientation Sessions, even if they do not show on the above calendar, are therefore organized at the beginning of each cycle for newly-arrived students

The academic year of the Programme Grande Ecole ("Master in Management") is divided into **8 Cycles**, from mid-September to early June.

1 Cycle = 4 Weeks = possibility to take **1 or 2 courses** per cycle

1 course = 5 ECTS credits = 30 hours (Management courses) or 45 hours (French language course)

Students willing to take 2 courses in one cycle must make sure to take:

- Cycles 1, 2, 4, 5, 7, 8: 1 morning class + 1 afternoon class **or** 1 morning class + 1 evening class **or** 1 afternoon class + 1 evening class in the same cycle so that the timetables do not overlap

- Cycles 3, 6: **1 course per week** with a limit of **2 courses** (example: 1 course in Week 1 + 1 course in Week 2, or 1 course in Week 1 + 1 course in Week 4, etc.)

Online core courses: Only open to double degree students, they do not appear on the list here below. More information will be sent directly to the students concerned.

Course syllabi: www.campusvirtuel.net > select the English flag at the top right hand corner > do not log in, instead click on: "Net Syllabus (Public Access)" to the left > Select the academic year and the semester; School: KEDGE Business School; Training: ESC Programme Grande Ecole; Level: ESC Bachelor or ESC Master 1 or ESC Master 2 (in case the 2017-2018 syllabi are not available yet, you may refer to the 2016-2017 academic year knowing that they may be subject to slight changes)

Intermediate level courses are only open to Undergraduate / Bachelor Incoming Students

Advanced level courses are only open to Graduate / Master Incoming Students

Int./Adv. level courses are offered to both Bachelor and Master Incoming Students

Contact: Jana Pokorna, Programme Grande Ecole ("Master in Management") Academic Advisor, courseregistration@kedgebbs.com

Cycle 1: September - October (final exam included)

Course code	Course title	Taught in	Level	Field of study
EXC-M4-LNG-000-F-L-BOD #1	French language for international students (Basic / Medium / Proficient)			
PGE-M5-HRM-002-E-L-BOD #1	Cross cultural management (HR and CM conseillé M1)	English	Intermediate	HRM
PGE-M5-MGT-612-E-L-BOD #1	Decision making and decision analysis (SUPPLY CHAIN conseillé M1)	English	Intermediate	MANAGEMENT
PGE-M5-HRM-002-E-L-BOD #1	Cross cultural management (HR and CM conseillé M)	English	Intermediate	HRM
PGE-M5-FIN-616-E-L-BOD #1	FinTech and Digital Banking (FINANCE conseillé M1)	English	Intermediate	FINANCE
PGE-M5-MKT-608-E-L-BOD #1	International Business Environment (ACHATS conseillé M1)	English	Int./Adv.	MARKETING
PGE-M5-MKT-615-E-L-BOD #1	Wine Marketing	English	Int./Adv.	MARKETING
PGE-M5-ECO-604-E-L-BOD #1	States & Corporations in the World Economy	English	Int./Adv.	ECONOMICS
PGE-M5-STR-616-E-L-BOD #1	Corporate strategie	English	Int./Adv.	STRATEGY
PGE-M5-FIN-606-F-L-BOD #1	Gestion du patrimoine en milieu bancaire (FINANCE conseillé M1)	French	Intermediate	FINANCE
PGE-M5-HRM-003-F-L-BOD #1	Management des hommes et des equipes (HR and CM conseillé M1)	French	Intermediate	HRM
PGE-M5-MIS-605-F-L-BOD #1	Management des projets innovants (DIGITAL MGT conseillé M1)	French	Intermediate	MIS*
PGE-M5-FIN-612-F-L-BOD #1	Décisions financières et boursières	French	Int./Adv.	FINANCE
PGE-M5-ECO-605-F-L-BOD #1	Management des organisations de l'économie sociale et solidaire	French	Int./Adv.	ECONOMICS
PGE-M5-MKT-612-F-L-BOD #1	Management commercial	French	Int./Adv.	MARKETING
PGE-M5-STR-606-F-L-BOD #1	Management stratégique des organisations (MSO)	French	Int./Adv.	STRATEGY
PGE-M5-LAW-001-F-L-BOD #1	Droit de l'entreprise approfondi (CGA requis M2)	French	Advanced	LAW

Cycle 2: October - November (final exam included)

Course code	Course title	Taught in	Level	Field of study
EXC-M4-LNG-000-F-L-BOD #2	French language for international students (Basic / Medium / Proficient)			
PGE-M5-HRM-001-E-L-BOD #2	Leadership (HR and CM requis M1)	English	Intermediate	HRM
PGE-M5-MKT-002-E-L-BOD #2	Consumer culture (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-OPS-622-E-L-BOD #2	Lean management	English	Int./Adv.	OPS*
PGE-M5-MKT-610-E-L-BOD #2	Luxury Marketing	English	Int./Adv.	MARKETING
PGE-M5-STR-615-E-L-BOD #2	Emerging market multinationals	English	Int./Adv.	STRATEGY
PGE-M5-HRM-006-E-L-BOD #2	International human resource management (HR and CM requis M2)	English	Advanced	HRM
PGE-M5-MKT-007-E-L-BOD #2	Digital marketing (MARKETING requis M2)	English	Advanced	MARKETING
PGE-M5-OPS-622-E-L-BOD #2	Lean supply chain (SUPPLY CHAIN requis M2)	English	Advanced	MARKETING
PGE-M5-FIN-001-F-L-BOD #2	Finance d'entreprise (FINANCE requis M1)	French	Intermediate	FINANCE
PGE-M5-OPS-619-F-L-BOD #2	Fonction Acheteur (ACHATS requis M1)	French	Intermediate	OPS*
PGE-M5-MKT-003-F-L-BOD #2	Management de la marque (MARKETING requis M1)	French	Intermediate	MARKETING
PGE-M5-MIS-601-F-L-BOD #2	Gestion de projet SI (DIGITAL MGT requis M1)	French	Intermediate	MIS*
PGE-M5-MKT-634-F-L-BOD #2	Introduction aux services (MARKETING conseillé M1)	French	Intermediate	MARKETING
PGE-M5-HRM-001-F-L-BOD #2	Leadership (HR and CM requis M1)	French	Intermediate	HRM
PGE-M5-LAW-602-F-L-BOD #2	Vente, e-commerce et marketing : quels risques juridiques, comment les prévenir ?	French	Int./Adv.	LAW
PGE-M5-STR-607-F-L-BOD #2	Strategie et création d'entreprises	French	Int./Adv.	STRATEGY
PGE-M5-MKT-614-F-L-BOD #2	Marketing et PME	French	Int./Adv.	MARKETING
PGE-M5-ECO-602-F-L-BOD #2	Economie de la ville et immobilier	French	Int./Adv.	ECONOMICS
PGE-M5-MGT-608-F-L-BOD #2	Sport et Management	French	Int./Adv.	MANAGEMENT
PGE-M5-STR-602-F-L-BOD #2	Management et entrepreneuriat social	French	Int./Adv.	STRATEGY
PGE-M5-MGT-011-F-L-BOD #2	Le Leadership autrement : le parcours du héros	French	Int./Adv.	MANAGEMENT
PGE-M5-LAW-04-F-L-BOD #2	Maitrise des aspects juridiques du management environnemental	French	Int./Adv.	LAW
PGE-M5-OPS-614-F-L-BOD #2	Pilotage opérationnel des achats (ACHATS requis M2)	French	Advanced	OPS*
PGE-M5-ACC-611-F-L-BOD #2	Consolidation des comptes (CGA requis M2)	French	Advanced	ACCOUNTINGS

PGE-M5-MKT-009-F-L-BOD #2	Communication marketing intégrée (MARKETING requis M2)	French	Advanced	MARKETING
PGE-M5-ACC-609-F-L-BOD #2	Comptabilité extra-financière (CGA requis M)	French	Advanced	ACCOUNTINGS

Cycle 3: November - December (final exam included)				
Course code	Course title	Taught in	Level	Field of study
PGE-M5-HRM-603-E-L-BOD #3	HRM practices & policies (HR and CM requis M1)	English	Intermediate	HRM
PGE-M5-MKT-002-E-L-BOD #3	Consumer culture (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-FIN-603-E-L-BOD #3	Financial markets (microstructure) (FINANCE conseillé M1)	English	Intermediate	HRM
PGE-M5-MGT-613-E-L-BOD #3	Family Business	English	Int./Adv.	MANAGEMENT
PGE-M5-FIN-009-E-L-BOD #3	International Financial System	English	Int./Adv.	FINANCE
PGE-M5-MKT-610-E-L-BOD #3	Luxury marketing	English	Int./Adv.	MARKETING
PGE-M5-MKT-615-E-L-BOD #1	Wine Marketing	English	Int./Adv.	MARKETING
PGE-M5-MKT-609-E-L-BOD #3	Retail Strategies	English	Int./Adv.	MARKETING
PGE-M5-MIS-619-E-L-BOD #3	From data to decision-making (Quantitative Research)	English	Int./Adv.	FINANCE
PGE-M5-MKT-616-E-L-BOD #3	Business CSR & International Development	English	Int./Adv.	MARKETING
PGE-M5-HRM-007-E-L-BOD #3	Change management (HR and CM requis M2)	English	Advanced	MARKETING
PGE-M5-MIS-606-E-L-BOD #3	Business intelligence (DIGITAL MGT requis M2)	English	Advanced	MIS*
PGE-M5-MKT-005-F-L-BOD #3	Marketing responsable (MARKETING conseillé M1)	French	Intermediate	MARKETING
PGE-M5-MIS-602-F-L-BOD #3	Du business model à l'application (DIGITAL MGT requis M1)	French	Intermediate	MIS*
PGE-M5-MKT-006-F-L-BOD #3	Marketing stratégique (MARKETING conseillé M1)	French	Intermediate	MARKETING
PGE-M5-HRM-004-F-L-BOD #3	Méthodes et outils RH	French	Int./Adv.	HRM
PGE-M5-MKT-619-F-L-BOD #3	Défendre une décision marketing	French	Int./Adv.	MARKETING
PGE-M5-OPS-606-F-L-BOD #3	Management de la supply chain durable (SUPPLY CHAIN requis M2)	French	Advanced	OPS*
PGE-M5-OPS-613-F-L-BOD #3	Management Stratégique de la fonction achats (ACHATS requis M2)	French	Advanced	OPS*
PGE-M5-OPS-621-F-L-BOD #3	Des achats au Management des ressources externes (ACHATS requis M2)	French	Advanced	OPS*

Cycle 4: January - February (final exam included)				
Course code	Course title	Taught in	Level	Field of study
EXC-M4-LNG-000-F-L-BOD #4	French language for international students (Basic / Medium / Proficient)			
PGE-M5-HRM-603-E-L-BOD #4	HRM practices & policies (HR and CM requis M1)	English	Intermediate	HRM
PGE-M5-MGT-611-E-L-BOD #4	Conception and Management of transversal projects (ACHATS conseillé M1)	English	intermediate	OPS*
PGE-M5-MGT-612-E-L-BOD #4	Decision making and decision analysis (SUPPLY CHAIN conseillé M1)	English	Intermediate	MANAGEMENT
PGE-M5-HRM-603-E-L-BOD #4	HRM practices & policies (HR and CM requis M1)	English	Intermediate	HRM
PGE-M5-OPS-602-E-L-BOD #4	Supply chain management (SUPPLY CHAIN requis M1)	English	Intermediate	OPS*
PGE-M5-MKT-001-E-L-BOD #4	Consumer behavior (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-MKT-615-E-L-BOD #4	Wine Marketing	English	Int./Adv.	MARKETING
PGE-M5-MKT-610-E-L-BOD #4	Luxury Marketing	English	Int./Adv.	MARKETING
PGE-M5-OPS-619-E-L-BOD #4	Global Logistical Functions	English	Advanced	OPS*
PGE-M5-FIN-605-F-L-BOD #4	Reuters, visual basic et information financière (FINANCE conseillé M)	French	Intermediate	FINANCE
PGE-M5-OPS-619-F-L-BOD #4	ACHATS requis M1 : Fonction Acheteur	French	Intermediate	OPS*
PGE-M5-FIN-002-F-L-BOD #4	Gestion d'actifs et de portefeuille (FINANCE requis M1)	French	Intermediate	FINANCE
PGE-M5-ACC-001-F-L-BOD #4	Droit des ressources humaines (HR and CM conseillé M)	French	Intermediate	ACCOUNTINGS
PGE-M5-FIN-611-F-L-BOD #4	Business plan	French	Int./Adv.	FINANCE
PGE-M5-STR-606-F-L-BOD #4	Management stratégique des organisations (MSO)	French	Int./Adv.	STRATEGY
PGE-M5-MKT-617-F-L-BOD #4	Marketing de l'innovation	French	Int./Adv.	MARKETING
PGE-M5-OPS-610-F-L-BOD #4	Startup : de l'idée au business model	French	Int./Adv.	OPS*
PGE-M5-STR-610-F-L-BOD #4	Management des risques	French	Int./Adv.	STRATEGY
PGE-M5-MGT-605-F-L-BOD #4	Nouvelles pratiques du management	French	Int./Adv.	MANAGEMENT
PGE-M5-MIS-612-F-L-BOD #4	Management commercial	French	Int./Adv.	MARKETING
PGE-M5-MKT-625-F-L-BOD #4	Marque et communication	French	Advanced	MARKETING
PGE-M5-OPS-613-F-L-BOD #4	Management Stratégique de la fonction achats (ACHATS requis M2)	French	Advanced	OPS*

Cycle 5: February - March (final exam included)				
Course code	Course title	Taught in	Level	Field of study
EXC-M4-LNG-000-F-L-BOD #5	French language for international students (Basic / Medium / Proficient)			
PGE-M5-HRM-002-E-L-BOD #5	Cross cultural management (HR and CM conseillé M1)	English	Intermediate	HRM
PGE-M5-OPS-607-E-L-BOD #5	Consulting in process management (SUPPLY CHAIN conseillé M1)	English	Intermediate	OPS*
PGE-M5-OPS-607-E-L-BOD #5	Consulting in process management (SUPPLY CHAIN conseillé M1)	English	Intermediate	OPS*
PGE-M5-HRM-001-E-L-BOD #5	Leadership (HR and CM requis M1)	English	Intermediate	HRM
PGE-M5-HRM-002-E-L-BOD #5	Cross cultural management (HR and CM conseillé M1)	English	Intermediate	HRM
PGE-M5-OPS-601-E-L-BOD #5	Supply chain simulation (SUPPLY CHAIN requis M1)	English	Intermediate	OPS*
PGE-M5-OPS-601-E-L-BOD #5	Supply chain simulation (SUPPLY CHAIN requis M1)	English	Intermediate	OPS*
PGE-M5-MKT-003-E-L-BOD #5	Brand management (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-MKT-003-E-L-BOD #5	Brand management (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-MKT-610-E-L-BOD #5	Luxury Marketing	English	Int./Adv.	MARKETING
PGE-M5-OPS-623-E-L-BOD #5	Supply chain planning tools	English	Int./Adv.	OPS*
PGE-M5-MKT-606-E-L-BOD #5	Cultural branding (MARKETING requis M2)	English	Advanced	MARKETING
PGE-M5-OPS-608-E-L-BOD #5	Supply chain planning in an Uncertain World (SUPPLY CHAIN requis M2)	English	Advanced	OPS*
PGE-M5-MIS-610-E-L-BOD #5	International project management (DIGITAL MGT requis M2)	English	Advanced	MIS*
PGE-M5-FIN-001-F-L-BOD #5	Finance d'entreprise (FINANCE requis M1)	French	Intermediate	FINANCE
PGE-M5-HRM-001-F-L-BOD #5	Leadership (HR and CM requis M1)	French	Intermediate	HRM
PGE-M5-OPS-620-F-L-BOD #5	Les Fondamentaux des achats (ACHATS requis M1)	French	Intermediate	OPS*
PGE-M5-STR-605-F-L-BOD #5	Concevoir et déployer une stratégie RSE en entreprise	French	Int./Adv.	STRATEGY
PGE-M5-FIN-612-F-L-BOD #5	Décisions financières et boursières	French	Int./Adv.	FINANCE
PGE-M5-ECO-602-F-L-BOD #5	Economie de la ville et immobilier	French	Int./Adv.	ECONOMICS
PGE-M5-STR-607-F-L-BOD #5	Strategie et création d'entreprises	French	Int./Adv.	STRATEGY
PGE-M5-ECO-605-F-L-BOD #5	Management des organisations de l'économie sociale et solidaire	French	Int./Adv.	ECONOMICS
PGE-M5-OPS-615-F-L-BOD #5	Achats et innovation : les achats du futur (ACHATS requis M2)	French	Advanced	OPS*
PGE-M5-ECO-603-F-L-BOD #5	Economie collaborative et son management	French	int/adv	ECONOMICS

Cycle 6: March - (final exam included)				
Course code	Course title	Taught in	Level	Field of study
PGE-M5-MIS-604-E-L-BOD #6	New business models and cloud computing (DIGITAL MGT conseillé M1)	English	Intermediate	MIS*
PGE-M5-FIN-006-E-L-BOD #6	Ethical Finance and ISR (FINANCE conseillé M1)	English	Intermediate	FINANCE
PGE-M5-MKT-005-E-L-BOD #6	Sustainable marketing (MARKETING conseillé M1)	English	Intermediate	MARKETING
PGE-M5-HRM-008-E-L-BOD #6	International mobility and career development	English	Int./Adv.	HRM
PGE-M5-MKT-613-E-L-BOD #6	Qualitative Marketing Research	English	Int./Adv.	MARKETING
PGE-M5-HRM-601-E-L-BOD #6	Human Resource Management in ASIA (HR and CM requis M2)	English	Advanced	HRM
PGE-M5-OPS-610-E-L-BOD #6	Maritime supply chains (SUPPLY CHAIN requis M2)	English	Advanced	OPS*
PGE-M5-FIN-003-E-L-BOD #6	Investment banking (FINANCE requis M2)	English	Advanced	FINANCE
PGE-M5-FIN-008-E-L-BOD #6	Risk Management and Derivatives (FINANCE requis M2)	English	Advanced	FINANCE
PGE-M5-OPS-603-F-L-BOD #6	Des prévisions aux objectifs commerciaux (SUPPLY CHAIN conseillé M1 :)	French	Intermediate	OPS*
PGE-M5-FIN-602-F-L-BOD #6	Stratégies des institutions financières (banques assurances) (FINANCE conseillé M1)	French	Intermediate	FINANCE
PGE-M5-MKT-006-F-L-BOD #6	Marketing stratégique (MARKETING conseillé M1)	French	Intermediate	MARKETING
PGE-M5-MKT-010-F-L-BOD #6	Marketing du tourisme	French	Int./Adv.	MARKETING
PGE-M5-OPS-624-F-L-BOD #6	Design et pilotage de la supply chain	French	Int./Adv.	OPS*
PGE-M5-HRM-004-F-L-BOD #6	Méthodes et outils RH	French	Int./Adv.	HRM
PGE-M5-MGT-011-F-L-BOD #6	Le Leadership autrement : le parcours du héros	French	Int./Adv.	MANAGEMENT
PGE-M5-STR-610-F-L-BOD #6	Startup : de l'idée au business model	French	Int./Adv.	STRATEGY
PGE-M5-MKT-619-F-L-BOD #6	Défendre une décision marketing	French	Int./Adv.	MARKETING
PGE-M5-FIN-601-F-L-BOD #6	Finance entrepreneuriale	French	Int./Adv.	FINANCE
PGE-M5-MGT-009-F-L-BOD #6	Management de projet	French	Int./Adv.	MANAGEMENT
PGE-M5-MKT-007-E-L-BOD #6	Digital marketing (MARKETING requis M2)	French	Advanced	MARKETING
PGE-M5-MIS-621-F-L-BOD #6	Développement WEB (DIGITAL MGT requis M2)	French	Advanced	MIS*
PGE-M5-FIN-010-F-L-BOD #6	Ingénierie financière (FINANCE requis M2)	French	Advanced	FINANCE
PGE-M5-MKT-008-F-L-BOD #6	Fonction chef de produit (MARKETING requis M2)	French	Advanced	MARKETING
PGE-M5-HRM-005-F-L-BOD #6	Gestion des conflits (HR and CM requis M2)	French	Advanced	HRM
PGE-M5-OPS-626-F-L-BOD #6	Achats Durables (ACHATS requis M2)	French	Advanced	OPS*

Cycle 7: April - April (final exam included)				
Course code	Course title	Taught in	Level	Field of study
PGE-M5-MGT-617-E-L-BOD #7	Corporate gouvernance	English	Intermediate	MANAGEMENT
PGE-M5-MKT-004-E-L-BOD #7	Services marketing (MARKETING conseillé M1)	English	Intermediate	MARKETING
PGE-M5-OPS-602-E-L-BOD #7	Supply chain management (SUPPLY CHAIN requis M1)	English	Intermediate	OPS*
PGE-M5-MKT-616-E-L-BOD #7	Business CSR & International Development	English	Int./Adv.	MARKETING
PGE-M5-STR-616-E-L-BOD #7	Corporate strategy	English	Int./Adv.	STRATEGY
PGE-M5-MKT-616-E-L-BOD #7	Business CSR & International Development	English	Int./Adv.	MARKETING
PGE-M5-FIN-005-E-L-BOD #7	Advanced Case Studies in Corporate Finance (FINANCE requis M2)	English	Advanced	FINANCE
PGE-M5-HRM-602-E-L-BOD #7	Positive Leading People & Organizational Excellence (HR and CM requis M2)	English	Advanced	HRM
PGE-M5-MIS-602-F-L-BOD #7	Du business model à l'application (DIGITAL MGT requis M1)	French	Intermediate	MIS*
PGE-M5-MKT-003-F-L-BOD #7	Management de la marque (MARKETING requis M1)	French	Intermediate	MARKETING
PGE-M5-FIN-002-F-L-BOD #7	Gestion d'actifs et de portefeuille (FINANCE requis M1)	French	Intermediate	FINANCE
PGE-M5-HRM-003-F-L-BOD #7	Management des hommes et des équipes (HR and CM conseillé M1)	French	Intermediate	HRM
PGE-M5-OPS-610-F-L-BOD #7	Management des risques	French	Int./Adv.	OPS*
PGE-M5-STR-602-F-L-BOD #7	Management et entrepreneuriat social	French	Int./Adv.	STRATEGY
PGE-M5-MKT-614-F-L-BOD #7	Marketing et PME	French	Int./Adv.	MARKETING
PGE-M5-MGT-605-F-L-BOD #7	Nouvelles pratiques du management	French	Int./Adv.	MANAGEMENT
PGE-M5-MGT-608-F-L-BOD #7	Sport et Management	French	Int./Adv.	MANAGEMENT
PGE-M5-OPS-616-F-L-BOD #7	E-achats : les outils de l'acheteur d'aujourd'hui et de demain (ACHATS requis M2)	French	Advanced	OPS*
PGE-M5-LAW-001-F-L-BOD #7	Droit de l'entreprise approfondi (CGA requis M2)	French	Advanced	LAW
PGE-M5-FIN-604-F-L-BOD #7	Gestion des risques en milieu bancaire (FINANCE requis M2)	French	Advanced	FINANCE

Cycle 8: May - June (final exam included)				
Course code	Course title	Taught in	Level	Field of study
PGE-M5-MKT-001-E-L-BOD #8	Consumer behavior (MARKETING requis M1)	English	Intermediate	MARKETING
PGE-M5-MKT-608-E-L-BOD #8	International Business Environment (ACHATS conseillé M1)	English	Intermediate	MARKETING
PGE-M5-OPS-617-E-L-BOD #8	Supply Chain Analytics (SUPPLY CHAIN requis M1)	English	Intermediate	OPS*
PGE-M5-FIN-603-E-L-BOD #8	Financial markets (microstructure) (FINANCE conseillé M1)	English	Intermediate	FINANCE
PGE-M5-ECO-604-E-L-BOD #8	States & Corporations in the World Economy	English	Int./Adv.	ECONOMICS
PGE-M5-FIN-007-E-L-BOD #8	International Accounting and Consolidated Statements	English	Int./Adv.	FINANCE
PGE-M5-FIN-617-E-L-BOD #8	Big Data & quantitative methods (FINANCE requis M2)	English	Advanced	FINANCE
PGE-M5-MIS-603-F-L-BOD #8	Entreprise numérique, nouveaux métiers et nouvelles pratiques (DIGITAL MGT conseillé M1)	French	Intermediate	MIS*
PGE-M5-MIS-603-F-L-BOD #8	Entreprise numérique, nouveaux métiers et nouvelles pratiques (DIGITAL MGT conseillé M1)	French	Intermediate	MIS*
PGE-M5-ACC-001-F-L-BOD #8	Droit des ressources humaines (HR and CM conseillé M1)	French	Intermediate	ACCOUNTINGS
PGE-M5-LAW-04-F-L-BOD #8	Maitrise des aspects juridiques du management environnemental	French	Int./Adv.	LAW
PGE-M5-MGT-604-F-L-BOD #8	Management et post-modernité	French	Int./Adv.	MANAGEMENT
PGE-M5-MGT-602-F-L-BOD #8	Méthode de conseil en entreprise	French	Int./Adv.	MANAGEMENT
PGE-M5-ACC-611-F-L-BOD #8	Consolidation des Comptes (CGA requis M2)	French	Advanced	ACCOUNTING
PGE-M5-ACC-609-F-L-BOD #8	Comptabilité extrafinancière (CGA requis M2)	French	Advanced	ACCOUNTING

* MIS* = Management Information System