IESEG - France
Approved template of credit transfer (30/01/2018)
Template code: IESEG16

No.	Course code	Course title	ECTS	Contact hours	No.	Course code	Course title	Credits	Prerequisite
1	ACCB3CE08UE	PERFORMANCE MANAGEMENT	5	35	1	ACCT213	PRINCIPLES OF MANAGERIAL ACCOUNTING	3	ACCT100
2	FININEI02UE	FINANCIAL MANAGEMENT	2	16	2	FINC210	FINANCIAL MANAGEMENT	3	ACCT100
	FINB2CE01AE	FINANCE FUNDAMENTALS	2	20					
3	LANINOE01UF	FRANCAIS DEBUTANT COMPLET	2	30	3	FREN100	INTRODUCTION TO FRENCH I	3	None
	LANINOE15UF	BIEN PRONONCER LE FRANCAIS	1	16					
4	HRMMAEI11UE	STRATEGIC HUMAN RESOURCE MANAGEMENT	2	16	4	GBMT401	GLOBAL HUMAN RESOURCES MANAGEMENT	3	MGMT221
	HRMB2CE01UE	FUNDAMENTALS OF HUMAN BEHAVIORS	3	27					
5	NEGMA-EI10UE	INTERPERSONAL COMMUNICATION APPLIED TO NEGOTIATION	2	16	5	GBMT403	CROSS-CULTURAL COMMUNICATION AND NEGOTIATION IN BUSINESS	3	BECO310 / EBIS315 / GBMT300 / 301
	NEGB3CS01UE	INTRODUCTION TO NEGOTIATION	2	14					
	NEGMAEE04UE	NEGOTIATION & PURCHASING IN AN INTERNATIONAL	2	16					
6	HRMB3CE01UE	ORGANIZATIONAL BEHAVIOR	2	16	6	MGMT221	ORGANIZATIONAL BEHAVIOR	3	MGMT110
	HRMB3CE02UE	ORGANIZATION THEORY AND DESIGN	2	16					
	STRMAEE02UE	CREATING SHARED VALUE	2	16					
7	MGTMAEI24UE	ORGANIZATION DEVELOPMENT & PERFORMANCE	2	16	7	MGMT334	ORGANIZATIONAL CHANGE AND DEVELOPMENT	3	MGMT221
	MGTMAEI38UE	MERGERS & ACQUISITION MANAGING THE CHALLENGES	2	16					
	IBEMAEI62UE	MANAGING A MULTINATIONAL ENTERPRISE: AN ASIAN	2	16					
8	MKTB2CE01UE	MARKETING MANAGEMENT	4	25	8	MKTG220	PRINCIPLES OF MARKETING	3	MGMT110
	MKTINEI01UE	PRODUCT MANAGEMENT	2	16					

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		IESEG					UM Equivalency		
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9	MKTMAPI13UE	INTERNATIONAL MARKETING	2	16	9	MKTG410	INTERNATIONAL MARKETING	3	MKTG220
	MKTMAEE05UE	CROSS-CULTURAL MARKETING	2	16					
	MKTINEI05UE	INTERNATIONAL MARKETING COMMUNICATION	2	16					
10	MKTE13CUE	INTEGRATED MARKETING COMMUNICATION STRATEGY	2	18	10	MKTG411	INTEGRATED MARKETING COMMUNICATION	3	MKTG220
	IBEINE101UE	INTERNATIONAL TRADE AND BUSINESS	2	16					
11	MKTINEI02UE	STRATEGIC MARKETING	2	16	11	MKTG412	MARKETING STRATEGY	3	MKTG220
	STRBACE01UE	FUNDAMENTALS OF STRATEGY	3.25	20					
12	MKTMAEI23UE	RETAIL MARKETING STRATEGY	2	16	12	MKTG422	RETAIL STRATEGY	3	MKTG220
	NEGB2CE01UE	SALES TECHNIQUES	2	15					
	NEGMAEI02UE	SALES MANAGEMENT	2	16					
13	MKTE121WE	PRODUCT DESIGN AND	2	16	13	MKTG428	PRODUCT MANAGEMENT	3	MKTG220
	MKTEE22UE	PRODUCT MANAGEMENT	2	16					
	NEGMAEI12UE	INTERNAL SELLING	2	16					
14	MKTE180E	CUSTOMER RELATIONSHIP MANAGEMENT	2	16	14	MKTG430	CUSTOMER RELATIONSHIP MANAGEMENT	3	MKTG220
	DEVC2CS04UE	INTERCULTURAL	2	16					
	MGTMA5132UE	PERSONAL BRANDING AND EFFICIENCY	2	16					
15	QMSB1CW01UE	MATHEMATICS CALCULUS	5	48	15	QMDS102	APPLIED CALCULUS	3	QMDS101
16	OPSB2CE01UE	INTRODUCTION TO OPERATION MANAGEMENT	2	19	16	QMDS311	OPERATION MANAGEMENT	3	FINC213 / QMDS200/ 202
	OPSMAE172UE	THE PROJECT MANAGEMENT EXPERIENCE MANAGING THE EXPECTED	2	16					

This(These) is(are) the course(s) could be used as a supporting course(s) for the main course which the students want to study, yet the supporting course(s) is(are) not limited to this(these) course(s). Students can select other course(s) that are similar to the main course as the supporting course(s).