

The academic year of the Master in Management programme is divided into **8 Cycles**, from mid-September to early June.

1 Cycle = 4 Weeks = possibility to take 1 or 2 courses (1 morning class and/or 1 afternoon class)

1 Management course = 5 ECTS credits = 30 hours

French language courses will be offered to incoming students during the Fall and Spring Semesters. More information on these classes (number of hours, ECTS credits, period during which they will be taught) will be communicated soon.

Students willing to take 2 courses in one cycle must make sure to take **1 morning class**, and **1 afternoon class** in the same cycle so that the timetables do not overlap. The information regarding the time (morning or afternoon) at which each class will be taught and the **course syllabi** are not available yet but will be communicated soon.

Online elective courses: In addition, students can register for a maximum of 1 online course per semester, as long as they register for at least 1 in-class course in each cycle of their stay.

Online core courses: Only open to double degree students, they do not appear on the list here below. The students concerned will be automatically registered to these courses.

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CYCLE 1 - September 22 - October 17,

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
Globalized Management	English	Globalized Management	Management
Starting Knowledge Management	English	Starting Knowledge Management	Management
Strategic customer account management	English	Strategic customer account management	Marketing
International Brand Management	English	International Brand Management	Marketing
Production and Operations Management	English	Production and Operations Management	MOSI
Inventory Management	English	Inventory Management	MOSI
Diagnostic financier des comptes consolidés	French	Financial Analysis of Financial Statements	Accounting and control
Méthodologie de l'audit financier	French	Methodology of the financial audit	Accounting and control
Les marchés de capitaux	French	Capital Markets	Finance and Economics
Capital risque et financement de l'innovation	French	Venture capital and financing innovation	Finance and Economics
Firmes et innovation	French	Firms and innovation	Finance and Economics
Gestion des Conflits	French	Conflict Management	Management
Management et Langage	French	Management and Language	Management
Innovation produits	French	Product Innovation	Marketing
Management de l'innovation services	French	Management of innovation and services	Marketing
Marketing événementiel Sportif	French	Marketing of Sports Events	Marketing
Négociation d'affaires	French	Business negotiation	Marketing
Négociation de spécialiste	French	Negotiation Specialist	Marketing
Web-marketing	French	Web-marketing	Marketing
Aversión al riesgo, selección adversa, e internacionalización de empresa	Spanish	Risk aversion and internationalization of business	Management

Online courses (30 hours, 5 ECTS credits)

Human resources techniques and methods	English	Human resources techniques and methods	Human Resource Management
International Trade; Import-Export	English	International Trade; Import-Export	International management and business

CYCLE 2 - October 20 - November 21,

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
International Trade Policy and Business Strategy	English	International Trade Policy and Business Strategy	Finance and Economics
International Business law in global context	English	International Business law in global context	Management
Licensing Management	English	Licensing Management	Management
Import-Export Administration	English	Import-Export Administration	Management
Leading with courage	English	Leading with courage	Management
Luxury and Cosmetic Marketing	English	Luxury and Cosmetic Marketing	Marketing
B to B marketing : building relationships in an industrial network	English	B to B marketing : building relationships in an industrial network	Marketing
Services marketing	English	Services marketing	Marketing
Corporate Sustainability Assessment	English	Corporate Sustainability Assessment	Strategy
Audit, contrôle interne et gestion des risques	French	Audit, internal control and risk management	Accounting and control
Contrôle de gestion sociale	French	Social management control	Accounting and control
Coût et prise de décisions managériales	French	Costs and managerial decision-making	Accounting and control
Gestion de portefeuille boursier	French	Management of stock portfolio	Finance and Economics
Management des risques financiers internationaux	French	Management of International financial risk	Finance and Economics
Manager les relations sociales	French	Management of social relations	Management
Manager les compétences	French	Managerial skills	Management
Marketing : Créativité et études qualitatives	French	Marketing: Creativity and qualitative studies	Marketing
Marketing des loisirs	French	Leisure Marketing	Marketing
Marketing responsable and développement durable	French	Responsible marketing and sustainable development	Marketing
Réglementations et politiques environnementales	French	Regulations and environmental policies	Strategy
Integrar e integrarse a la empresa	Spanish	Embed and integrate the company	Management

Online courses (30 hours, 5 ECTS credits)

Network-centric Innovation	English	Network-centric Innovation	Innovation and technology management
Management, Stratégies et Décisions Individuelles	French	Management, Strategies and Individual Decisions	Strategic management and organizations
Nouveaux modèle d'affaires de l'économie numérique	French	New business model of the digital economy	Innovation and technology management
Prospective des usages des Technologies de l'Information et de la Communication (D)	French	Prospective uses of Information Technology and Communication (D)	Innovation and technology management

CYCLE 3 - November 24 - December

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
Emerging Market Finance	English	Emerging Market Finance	Finance and Economics
Islamic Finance: Principles, Opportunities and Challenges	English	Islamic Finance: Principles, Opportunities and Challenges	Finance and Economics
International marketing	English	International marketing	Management
"How learning to learn": How to use brain plasticity to discover your real learning skills?	English	"How learning to learn": How to use brain plasticity to discover your real learning skills?	Management
Gender power and sexuality	English	Gender power and sexuality	Management
Customer relationship management, implementation and application	English	Customer relationship management, implementation and application	Marketing
Marketing decision making	English	Marketing decision making	Marketing
Tribal marketing and brand communities	English	Tribal marketing and brand communities	Marketing
Retail Management and Distribution Channels	English	Retail Management and Distribution Channels	Marketing
Creating and sustaining a successful enterprise	English	Creating and sustaining a successful enterprise	Strategy
Managing Change in Organizations	English	Managing Change in Organizations	Strategy
Cross Cultural Negotiations	English	Cross Cultural Negotiations	Strategy
Managing geopolitical risk in business	English	Managing geopolitical risk in business	Strategy
Espaces économiques et déséquilibres spatiaux	French	Economic spaces and spatial imbalances	Accounting and control
L'Investissement socialement responsable (ISR)	French	Social Responsible Investment (SRI)	Finance and Economics
Gestion de Crise	French	Crisis Management	Finance and Economics
Gestion des produits de taux	French	Management of interest rate products	Finance and Economics
Actuariat de l'Assurance vie et Retraite	French	Financial Mathematics of Life Insurance and Pension Funds	Finance and Economics
Les émotions au travail	French	Emotions at work	Management
"Apprendre à apprendre" : Comment utiliser la plasticité cérébrale pour découvrir vos réelles capacités d'apprentissage ?	French	Learning how to learn How to use brain plasticity to discover your actual learning abilities ?	Management
Audit social et performance sociale	French	Social audit and social performance	Management
Entrepreneuriats, Green Economy et RSE	French	Entrepreneurship, Green Economy and CSR	Strategy
Géopolitique et Monde des affaires	French	Geopolitics and the World of Affairs	Strategy
Marchés et stratégies des filières de la culture et du divertissement	French	Market sectors and strategies : culture and entertainment	Strategy
Développement durable	French	Sustainable Development	Strategy

Online courses (30 hours, 5 ECTS credits)

Exploring South East Asia	English	Exploring South East Asia	International management and business
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CYCLE 4 - January 8 - January 30,

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
Advanced Intercultural Management	English	Advanced Intercultural Management	Competition and Competitiveness
Advanced multinational finance	English	Advanced multinational finance	Finance
Cases in International CSR	English	Cases in International CSR	Management
Corporate Environmental and Social Reporting	English	Corporate Environmental and Social Reporting	Strategy
Equity investments	English	Equity investments	Finance and Economics
International management in global context	English	International management in global context	Competition and Competitiveness
Sustainable development and social responsibility	English	Sustainable development and social responsibility	Strategy
Aborder le Knowledge Management	French	Starting Knowledge Management	Management
Audit et commissariat aux comptes	French	Audit and Statutory Auditing	Accounting and control
Communication digitale	French	Digital Communication	Marketing
Econométrie de la finance	French	Financial Econometrics	Finance and Economics
Financement de l'entrepreneuriat social	French	Financing of social entrepreneurship	Finance and Economics
Guerre ou intelligence économique	French	War or economic intelligence	Strategy
Management des hommes et des équipes	French	Managing People and Teams	Strategy
Marketing tribal et communauté de marque	French	Tribal marketing and brand communities	Marketing
Pilotage de la performance	French	Performance management	Management

Online courses (30 hours, 5 ECTS credits)

Management and Language	English	Management and Language	Management
Marketing strategy and planning	English	Marketing strategy and planning	Marketing
Measuring sustainable performance	English	Measuring sustainable performance	Corporate Social Responsibility
Communication Digitale	French	Digital Communication	Marketing
Institutions culturelles, organisation, gestion, performance	French	Cultural institutions, Organization, Management, Performance	Strategy
Modèles économiques des industries créatives. Livre, musique, vidéo	French	Economic Models of Creative Industries, Books, Music, Video	Finance
Nouveaux modèle d'affaires de l'économie numérique	French	New business model of the digital economy	Innovation and technology management
Prospective des usages des Technologies de l'Information et de la Communication (D)	French	Prospective uses of Information Technology and Communication (D)	Innovation and technology management

CYCLE 5 - February 2 - March 6, 2015

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
Buying and Selling from North America	English	Buying and Selling from North America	Management
Buying and selling in Mediterranean countries	English	Buying and selling in Mediterranean countries	Management
Climate change and business	English	Climate change and business	Strategy
Contemporary International Politics	English	Contemporary International Politics	Strategy
Country Risks and Corporate strategy	English	Country Risks and Corporate strategy	Finance and Economics
Creating sustainable competitive advantage	English	Creating sustainable competitive advantage	Strategy
Customer Relationship Management, Implementation and Application	English	Customer Relationship Management, Implementation and Application	Management
Design for users experience	English	Design for users experience	Strategy
Ethical issues within human resource management: A across cultural perspective	English	Ethical issues within human resource management: A across cultural perspective	Management
Ethics and International Business	English	Ethics and International Business	Management
Finance for entrepreneurship and local development	English	Finance for entrepreneurship and local development	Finance and Economics
Financial Information and Decisions	English	Financial Information and Decisions	Finance and Economics
International Finance	English	International Finance	Finance and Economics
International Political Economy	English	International Political Economy	Strategy
Investments and Risk Management	English	Investments and Risk Management	Finance and Economics
Jewellery Marketing	English	Jewellery Marketing	Marketing
Marketing Research with SPSS	English	Marketing Research with SPSS	Marketing
Communication(s) managériale(s) et projet d'entreprise	French	Managerial Communication and business projects	Strategy
Contrôle de gestion et management de la performance	French	Management control and performance management	Accounting and control
Décisions Managériales	French	Managerial decisions	Strategy
Droit, Marketing et Partenariats des entreprises	French	Law, Marketing and Business Partnerships	Marketing
Finances Stratégiques et leur Gouvernance	French	Strategic Finance and Governance	Finance and Economics
Gestion de Crise	French	Crisis Management	Finance and Economics
Gouvernance des ressources vitales et développement durable	French	Governance vital resources and sustainable development	MOSI
Les aspects internationaux de l'audit et du gouvernement d'entreprise	French	International aspects of audit and corporate governance	Accounting and control
Marketing Expérientiel	French	Experiential marketing	Marketing
Organisation et conduite d'une mission d'audit international	French	Organization and conducting of international audits	Accounting and control
Psychanalyse appliquée au management	French	Psychoanalysis applied to management	Management

Online courses (30 hours, 5 ECTS credits)

Finance Internationale	French	International Finance	Finance
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CYCLE 6 - March 9 - April 3, 2015

Management courses (30 hours, 5 ECTS credits)

Course title	Taught in:	Title in English	Department
Creating and sustaining a successful enterprise	English	Creating and sustaining a successful enterprise	Strategy
Culture, Consumption and Marketing	English	Culture, Consumption and Marketing	Marketing
Derivatives	English	Derivatives	Finance and Economics
Developing a Sustainable Learning Organization	English	Developing a Sustainable Learning Organization	Management
Emerging Market Finance	English	Emerging Market Finance	Finance and Economics
Gender, Power and Sexuality	English	Gender, Power and Sexuality	Leadership and Entrepreneurship
Global Business Environment	English	Global Business Environment	Finance and Economics
"Imagination is already creating" How to use cerebral plasticity to be more creative	English	"Imagination is already creating" How to use cerebral plasticity to be more creative	Management
Inventory Management	English	Inventory Management	MOSI
Management of Expatriates	English	Management of Expatriates	Management
Managing Change in Organizations	English	Managing Change in Organizations	Strategy
Operational Logistics Management	English	Operational Logistics Management	Information and Finance
Retail Management and Distribution Channels	English	Retail Management and Distribution Channels	Marketing
Social Innovation: innovating to create social change	English	Social Innovation: innovating to create social change	Strategy
Supply Chain Management	English	Supply Chain Management	Management
"Imaginer c'est déjà créer" : Comment utiliser la plasticité cérébrale pour être plus créatif ?	French	Imagine what is already creating How to use brain plasticity to be more creative?	Management
Finance et entreprises familiales	French	Finance and family businesses	Finance and Economics
Genre pouvoir et Management	French	Gender, Power and Management	Management
Innovation Stratégique et Nouvelles dynamiques concurrentielles	French	Strategic Innovation and new competitive dynamics	Strategy
Management des risques professionnels : Un Risk Manager Socialement Responsable	French	Management of professional risks: A Socially Responsible Risk Managers	Strategy
Marketing Politique	French	Marketing & Politics	Marketing
Pouvoir Gouvernance et Management	French	Governance, Power and Management	Management
Sociologie des médias	French	Media Studies	Management
Stratégie et technologie - Simulation INNTEK	French	Strategy and technology - Simulation INNTEK	Strategy
Stratégie de croissance	French	Growth Strategies	Strategy
Yoga et management	French	Yoga and Management	Management

Online courses (30 hours, 5 ECTS credits)

Human resources techniques and methods	English	Human resources techniques and methods	Human Resource Management
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CYCLE 7 - April 7 - May 7, 2015 (final**Management courses (30 hours, 5 ECTS credits)**

Course title	Taught in:	Title in English	Department
Advanced Derivatives	English	Advanced Derivatives	Finance and Economics
International marketing	English	International marketing	Management
International Money, Banking and Financial Regulation	English	International Money, Banking and Financial Regulation	Finance and Economics
Luxury and Cosmetic Marketing	English	Luxury and Cosmetic Marketing	Marketing
Management of Expatriates	English	Management of Expatriates	Management
Marketing Strategy and Planning	English	Marketing Strategy and Planning	Marketing
Purchasing marketing	English	Purchasing marketing	Marketing
Sensemaking and Storytelling for Brands	English	Sensemaking and Storytelling for Brands	Management
Comptabilité approfondie DSCG	French	Advanced accounting (DSCG)	Accounting and control
Diagnostic financier des comptes consolidés	French	Financial Diagnostic of Consolidated Accounts	Information and Finance
Gestion de Fonds : mécanismes et utilisation Projet Ethomed	French	Fund Management: mechanisms and use	Finance and Economics
Management stratégique	French	Strategic Management	Management
Manager le recrutement	French	Managing Recruitment	Management
Manager les relations sociales	French	Managing Social Relations	Management
Market Microstructure Theory, Trading Practises and Ethics	French	Market Microstructure Theory, Trading Practises and Ethics	Finance and Economics
Marketing des loisirs	French	Leisure Marketing	Marketing
Négociation d'affaires	French	Business negotiation	Marketing
Responsabilité sociale, sécurité financière et comptabilité créative	French	Corporate Social Responsibility, financial security and creative accounting	Accounting and control
Stratégie financière	French	Financial Strategy	Finance and Economics
Yoga et Management	French	Yoga and Management	Management

CYCLE 8 - May 11 - June 5, 2015**Management courses (30 hours, 5 ECTS credits)**

Course title	Taught in:	Title in English	Department
Industrial Marketing	English	Industrial Marketing	Marketing
Internationalisation of SME	English	Internationalisation of SME	Management
Introduction to Islamic Finance and ethics	English	Introduction to Islamic Finance and ethics	Finance and Economics
Management in China	English	Management in China	Management
Strategic Behavior and Gaming	English	Strategic Behavior and Gaming	Strategy
Strategic Business Relationships	English	Strategic Business Relationships	Strategy
World Financial Markets and Institutions	English	World Financial Markets and Institutions	Finance and Economics
Alternative Investments Management	French	Alternative Investments Management	Finance and Economics
Capital risque et financement de l'innovation	French	Venture Capital and Innovation Financing	Finance and Economics
Hors média	French	Non-media communication	Marketing
Management d'appels d'offres internationaux multimodaux	French	Management of international bids	Finance and Economics
Marchés financiers et gestion des risques	French	Financial Markets and Risk Management	Finance and Economics
Philosophie managériale	French	Management Philosophy	Management
Psychologie et développement des potentiels	French	Psychology and Potential Development	Management
Strategies des firmes de service	French	Strategies of firms in the service sector	Marketing

Online courses (30 hours, 5 ECTS credits)

Economic Development	English	Economic Development	International management and business
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