



**COURSES OFFERED TO
EXCHANGE STUDENTS
FALL 2018**

GENERAL INFORMATION

1 - Preamble

ESCE has as its purpose to prepare their future graduates to become the responsible of the economic life and the business world, mainly internationally. This regulation attempts to define the best conditions to this goal to be achieved. The school requires that each student uses his sense of responsibility and desire to succeed. The establishment of a strict discipline, but voluntary, should facilitate the accomplishment of this exigency.

The ESCE's curriculum is organized in 2 cycles of studies.

<p>1st Cycle</p> <p>1st Year: 60 ECTS</p> <p>2nd Year: 60 ECTS</p> <p>3rd Year: 60 ECTS</p>	<p>2nd Cycle</p> <p>4th Year 60 ECTS</p> <p>5th Year 60 ECTS</p>
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Each year of study is validated by 60 ECTS credits; it is a total of 300 ECTS credits for the entire program. The courses are structured in modules; each module consists of specific subjects.

The validation of an ECTS module is done by obtaining the average of 10/20 in each module. Except in cases clearly determined, the modules don't compensate each other.

Within each module, only the grades obtained in its subjects will compensate each other.

All the students receive in the beginning of the year the regulations of the School, thus acknowledging and agreeing with the rules of ESCE.

2 - Academic Calendar

**subject to modification*

SEMESTER 1 (FALL)	
Orientation Week	23/08/2018 and 24/08/2018 <i>Mandatory for new international students</i>
Start of classes	27/08/2018 (it depends on your course level)
	10/09/2018 for French language courses
End of Classes	23/12/2018 (exam period included)
Christmas break	23/12/2018 -05/01/2019
SEMESTER 2 (SPRING) **Dates are subject to change**	
Orientation week	05/01/2019 and 06/01/2019 <i>Mandatory for new international students (TENTATIVE)</i>
Start of classes	07/01/2019
Breaks	18/02/2019-22/02/2019
	22/04/2019-26/04/2019
End of classes	02/06/2019 at the latest (exam period included)

FRENCH BANK HOLIDAYS 2018/2019
All Saints Day: 01/11/2018
Liberation Day 1918: 11/11/2018
Christmas Day: 25/12/2018
New Year's Day: 01/01/2019
Easter Monday: 22/04/2019
Labor Day: 01/05/2019
Victory Day 1945: 08/05/2019
Ascension Day: 30/05/2019
Whit Monday: 10/06/2019
Bastille Day: 14/07/2019
Assumption: 15/08/2019

It is not possible to start the exchange program later than two weeks after the start of the lectures due to mandatory attendance rules and because groups are done in the first week of the semester.

Dates of final exams can't be changed and students should check the date of the last exams before booking flights.

3 - Attendance and punctuality

ESCE has as its objective to provide to their students training in international management, what requires the participation of each student in all pedagogical activities (classes, exams, conferences, etc...).

The students are required to be punctual to all classes. The professors might refuse to accept in their class students that are late, in this case the student will be considered as absent.

The students should imperatively respect the schedule given by the Direction of Studies (punctuality, respect the attributed group). No permutation of classes will be allowed. **The attendance to all courses is mandatory.**

As the assiduity is prerequisite to academic success at ESCE, a control of the absences by signature will take place every class and evaluation. The control is done through a nominative call by the professor. After that the students should sign the list. The signature will work as an attestation that the student was in the class.

A maximum of 18 absence hours are tolerated during the semester. Otherwise, if the student miss more than 18 absence hours, he/she will receive -25% in the continuous assessment.

In exceptional cases of absence (hospitalization, long-term illness, etc...), a temporary adjustment of the assiduity rules may be granted by the Director of Studies of the concerned cycle and the student that have made the demand previously.

The absences connected to family events will be confidentially treated by the Direction of Academic Affairs if the student let the Direction know about it within a reasonable delay.

At the beginning of the semester the student is informed about the academic regulations as well as the calendar of the continuous assessment evaluations for each subject. In case of absence in one or more continuous assessment evaluations of the same subject the student will be asked to contact the professor or the responsible of the course.

4 – ECTS and Evaluation system

Modules and ECTS Credits

In order to validate a subject, it is necessary to obtain the minimum average of 10/20. This average may include:

- Continuous assessments of the semester
- Specific reports planned on the beginning of the semester
- Oral or written tests

The validation of the module (average of 10/20 or more) leads to the accreditation of all the ECTS credits for that module.

Evaluation system in France is on 20 and 10 is a minimum required to pass

17-20= excellent

15-16=very good

13-14=good

11-12= satisfactory

10= sufficient

9-0= fail

Equivalency of grades at ESCE and ECTS																					
ESCE	20	19	18	17	16	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	0
ECTS	A	A	A	B	B	C	C	D	D	E	E	F									

5 - Exams

For most of the subjects, the evaluation is composed of 40% continuous assessment and 60% final exam. Some subjects, however, are evaluated 100% on continuous assessment. Continuous assessment means that the evaluation will be organized by the professor during the semester and final exam means that the exam will take place at the end of the semester.

Please note that if you choose subjects from Year 2, 3, 4 exam clashes may occur. When exams schedule will be published, you will be informed of your exams organization.

6 - Resit Exams

Due to calendar reasons, there is no option to re-take exams for international exchange students.

7 – Course selection

Students will receive the course selection instruction by e-mail. They will be invited to choose their courses according to their home university requirements. Students must get their courses approved before selecting them in our platform. We highly advise to not mix courses from different years, this can create conflicts in the schedule. In order to avoid this, **we highly advice to select courses from the same specialization.**

ESCE CURRICULUM

Academic Departments	Specializations At the Master level
International Business	<ul style="list-style-type: none"> - Core courses : International Trade - Export Management - Supply Chain Management
Finance, Audit and Control	<ul style="list-style-type: none"> - Finance, investment and banking - Audit and Consulting
Marketing, Communication and Business Development	<ul style="list-style-type: none"> - International Marketing , product management
	<ul style="list-style-type: none"> - International Marketing , Communication and Luxury Goods
	<ul style="list-style-type: none"> - International Marketing , Consumer Goods and Business Development
Strategy, Management & Information Systems	<ul style="list-style-type: none"> - Wellbeing at Work & HR Management - Entrepreneurship - International People Management
Languages & Humanities	<ul style="list-style-type: none"> - Core courses

2 nd year Courses	ECTS	Hours	Course ID	Fall	Spring	Taught in French	Taught in English
Department of International Business							
International Trade Practices (level 2)	2	36	2040	✓	✓		✓
Department of Finance, Audit and Control							
Elements of financial analysis and control	2	18	2026	✓	✓		✓
Department of Marketing, Communication and Business Development							
Global Marketing	2	36	2419	✓	✓		✓
Department of Strategy, Management & Information Systems							
Le forum des humanités (online course – French with English subtitles)	2	24	2278	✓	✓	French with	English subtitles
Microeconomics 2: managerial economics	2	18	2029	✓	✓		✓
Management 2	2	18	2037	✓	✓		✓
Business Law 2	2	18	2028	✓	✓		✓
Quantitative Methods for Business	2	18	2036		✓		✓

3rd year courses (Transfer Students)	<i>ECTS</i>	<i>Hours</i>	<i>Course ID</i>	<i>Fall</i>	<i>Spring</i>	<i>Taught in French</i>	<i>Taught in English</i>
Core Courses							
Elements of financial analysis and control	4	30	2158	✓			✓
Fondamentaux du Marketing : Démarche Marketing	2	15	2160	✓		✓	
Les fondamentaux du Management	2	15	2418	✓		✓	
PTCI (level 1)	4	30	2161	✓		✓	

4th year courses	<i>ECTS</i>	<i>Hours</i>	<i>Course ID</i>	<i>Fall</i>	<i>Spring</i>	<i>Taught in French</i>	<i>Taught in English</i>
Core Courses							
Les rendez-vous de la géopolitique (online course – French with English subtitles)	2	24	2312	✓	✓	French with	English subtitles
International Trade and Globalization	2	24	2135	✓			✓
Geopolitical changes and international business	2	12	2283	✓	✓		✓
Qualitative Methods Applied to Business	1	9	2269	✓	✓		✓
Quantitatives methods	1	18	2270	✓	✓	✓	✓
Specialization : Export Management							
Insight into export management	4	18	2086	✓	✓		✓
Market selection	4	18	2437	✓	✓		✓
International Export Project Management	4	18	2439	✓	✓		✓
Cross border business planning	4	18	2072	✓	✓		✓
Export management workshop	4	18	2438	✓	✓		✓
Méthodologies propres à la spécialisation Export Mngt	1	18	2444	✓	✓		✓
Specialization : Supply Chain Management							
Procurement & Sourcing Management I	4	18	2107	✓	✓		✓
Operations Management	4	18	2106	✓	✓		✓
Inventory Management	4	18	2440	✓	✓		✓
Warehouse Logistics & Facility design	4	18	2441	✓	✓		✓
Transportation & Distribution Management	4	18	2112	✓	✓		✓
Méthodologies propres à la spécialisation SCM	1	18	2445	✓	✓		✓
Specialization : International Marketing, product management							
Strategic Brand Management	4	18	2110	✓	✓		✓
Customer Relationship Management	4	18	2071	✓	✓		✓
Integrated Marketing Communications	4	18	2092	✓	✓		✓
Product Management & Agile Marketing	4	18	2431	✓	✓		✓
Digital Marketing	4	18	2383	✓	✓		✓
Marketing research methods	1	18	2443	✓	✓		✓
Specialization : International Marketing, Communication and Luxury Goods							
Strategic Brand Management	4	18	2110	✓	✓		✓
Integrated Marketing Communications	4	18	2071	✓	✓		✓
Univers du luxe et des produits de prestige	4	18	2113	✓	✓	✓	
Marketing Relationnel	4	18	698	✓	✓	✓	
Professional Profiles in Communication	4	18	2433	✓	✓		✓
Marketing research methods	1	18	2271	✓	✓		✓

Specialization : International Marketing, Consumer Goods and Business Development							
Gestion stratégique de la marque	4	18	2083	✓	✓	✓	
Marketing Relationnel	4	18	698	✓	✓	✓	
Integrated Marketing Communications	4	18	2092	✓	✓		✓
Category Management	4	18	2068	✓	✓	✓	
Marketing opérationnel et développement commercial	4	18	2434	✓	✓	✓	
Marketing research methods	1	18	2442	✓	✓		✓
Specialization : Finance, Investment and Banking							
Investments	4	18	2093	✓	✓		✓
Advanced Corporate Finance	4	18	2066	✓	✓		✓
Financial Derivatives	4	18	2081	✓	✓		✓
Money and Banking	4	18	2103	✓	✓		✓
Fixed Income Securities	4	18	2435	✓	✓		✓
Méthodologies propres à la spécialisation finance	1	18	2446	✓	✓		✓
Specialization : International People Management							
Managing People & Performance	4	18	2097	✓	✓		✓
Corporate Social Responsibility	4	18	2073	✓	✓		✓
Novel organizations Designs	4	18	2105	✓	✓		✓
Managing International Mobility	4	18	2285	✓	✓		✓
Managing Across Borders	4	18	2422	✓	✓	✓	
Méthodologies propres à la spécialisation IPM	1	18	2447	✓	✓		✓
Specialization : Entrepreneurship and Innovation							
Entrepreneurial Strategy & Growth	4	18	2425	✓	✓		✓
Financial Business Simulation	4	18	2426	✓	✓		✓
International Entrepreneurship	4	18	2427	✓	✓		✓
Sustainable & Social Entrepreneurship	4	18	2428	✓	✓		✓
Corporate Entrepreneurship & Innovation	4	18	2429	✓	✓		✓
Capstone: projet tuteuré (+ Digital Marketing)	4	18	2430	✓	✓	✓	
Intelligence Economique (Méthodologie propre à la spécialisation)	1	18	2448	✓	✓	✓	

Courses for exchange students (equivalent to 3rd year level)	<i>ECTS</i>	<i>Hours</i>	<i>Course ID</i>	<i>Fall</i>	<i>Spring</i>	<i>Taught in French</i>	<i>Taught in English</i>
EE_Business Communication	4	18	1915	✓	✓		✓
EE_European Lobbying	4	18	1217	✓	✓		✓
EE_Inter-Cultural Persuasive Communication	4	18	1484	✓	✓		✓
EE_Current Economic Issues	4	18	1442	✓	✓		✓
EE_International Business Practices	4	18	2073	✓	✓		✓
EE_French Civilization	4	18	1227	✓	✓		✓
EE_Zoom sur la France (Pre-requisites in French language: A2 level)	4	30	1218	✓	✓	✓	
EE_La France à 360° (Pre-requisites in French language: B1-B2 level)	4	18	1701	✓	✓	✓	
EE_Culture et pratique de l'entreprise (Pre-requisites in French language : B1-B2 level)	4	18	1703	✓	✓	✓	
EE_Spanish language (beginner)	3	30	1638	✓	✓		

FRENCH LANGUAGE COURSE MANDATORY (NO LONGER MANDATORY)	<i>ECTS</i>	<i>Hours</i>	<i>Course ID</i>	<i>Fall</i>	<i>Spring</i>	<i>Taught in French</i>	<i>Taught in English</i>
EE_1, 2, 3 Partez!_FRA0 (beginner)	3	36	1481	✓	✓	✓	
EE_Le Français jour après jour_FRA1 (false beginner)	3	36	1219	✓	✓	✓	
EE_Le Français spontané_FRA2 (Elementary French)	3	36	1220	✓	✓	✓	
EE_Acteur en Français_FRB1 (Intermediate)	3	36	1222	✓	✓	✓	
EE_Architecture de l'expression_FRB2 (Upper intermediate)	3	36	1223	✓	✓	✓	
EE_Mémoire (<i>Advanced, schedule TBC by the professor</i>)	3	9	1224	✓	✓	✓	

Fall = late August to December

Spring = January to May