



**COURSES OFFERED TO
EXCHANGE STUDENTS
Spring 2023**

GENERAL INFORMATION

1 - Preamble

ESCE's main purpose is to prepare its future graduates to become leaders in economy and business at the worldwide scale. The rules presented here attempt to define the best ways to achieve this goal. The school requires that each student uses their sense of responsibility and desire to succeed by adopting a strong sense of self-discipline.

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

1st Cycle

Undergraduate

1st Year: 60 ECTS

2nd Year: 60 ECTS

3rd Year: 60 ECTS

2nd Cycle

Graduate

4th Year 60 ECTS

5th Year 60 ECTS

Each year of study is validated by 60 ECTS credits (European 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 achieved by obtaining the average of 10/20. Except in cases clearly determined, the modules do not compensate each other.

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

At the beginning of the semester, all students receive an updated version of the School rules, thus acknowledging and agreeing with the rules of ESCE.

2 - Academic Calendar

Subject to modification

SEMESTER 2 (SPRING) **Dates are subject to change**	
Orientation week	07/01/2023 <i>Mandatory for new international students</i>
Start of classes	10/01/2023
Breaks	To be confirmed
End of classes	28/05/2023 at the latest (exam period included)

FRENCH BANK HOLIDAYS 2023
New Year's Day: 01/01/2023
Easter Monday: 10/04/2023
Labor Day: 01/05/2023
Victory Day 1945: 08/05/2023
Ascension Day: 18/05/2023
Whit Monday: 29/05/2023
Bastille Day: 14/07/2023
Assumption: 15/08/2023

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 cannot be changed, and students should check the date of the last exams before booking flights.

3 - Attendance and punctuality

ESCE provides to its students training in international management, which requires that each student participates in all pedagogical activities (classes, exams, conferences, etc.).

The students are required to be on time to all classes. The professors might refuse to let late students in, 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 classes is mandatory.**

As the attendance is prerequisite to academic success at ESCE, attendance will be checked by signature at every class and exams. The check is done through a nominative call by the professor. After that, the students should sign a roll-call list. The signature will be used as a proof that the student was in class.

A maximum of 15 hours and 30 minutes of unjustified absences are tolerated during the semester. Otherwise, if the student misses more than 15 hours and 30 minutes, they will receive -25% in the continuous assessment.

In exceptional cases of absence (hospitalization, long-term illness, etc.), a temporary adjustment of the attendance rules may be granted by the Directors of Studies, at the student's request.

Issues related to absences due to family events will be dealt with by the Direction of Academic Affairs. The students are expected to inform the Direction of Academic affairs as early as possible.

At the beginning of the semester, all students receive the academic rules as well as the calendar of the continuous assessments for each subject. In case of absence in one or more continuous assessments of the same subject the student will be asked to contact the professor or the person in charge of that course.

4 - ECTS and Evaluation system

Modules and ECTS Credits:

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

- Continuous assessments for the semester,
- Specific reports planned on the beginning of the semester,
- Oral or written exams.

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 out of 20 and 10 is the minimum required to pass.

17-20 = excellent

15-16 = very good

13-14 = good

11-12 = satisfactory

10 = sufficient

9-0 = failed

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 subjects, assessments are organized as follow: 40% for continuous assessment and 60% for the final exam. Some subjects, however, are evaluated 100% based 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 and 4, exam clashes may occur. When the exams schedule are published, you will be informed of your exams' dates and organizational details

6 – Re-sitting Exams

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

7 - Course selection

Students will receive the course selection guidelines via e-mail. They must choose their courses according to their home university requirements. Students must get their courses approved before selecting them on our platform. To avoid courses clashes, we strongly recommend **not** to mix courses from different years. Please note all students' course selection will depend on the number of spots available for each course.

Students must select courses from the same major (4th; 5th year courses) and complete their selection with 2nd year courses and courses for exchange students.

Example:

Alice is studying Finance at her home university. She needs to validate 30 ECTS during her exchange mobility. Alice selects Finance, Investment and Banking major, 5 courses for a total of 15 ECTS. She also selects 4 courses for exchange students (EE_courses), for a total of 12 ECTS, and one culture course for exchange students, for 3 ECTS. Alice selected 10 courses for a total of 30 ECTS. She got her home university approval, and confirmed the following course selection on ESCE online platform:

Alice's course selection (example)					
4th year courses – master level courses	ECTS	Hours	Spring	Taught in French	Taught in English
Major Finance, Investment and Banking (29 spots, 15 ECTS)					
Investments	3	18	✓		✓
Advanced Corporate Finance	3	18	✓		✓
Financial Derivatives	3	18	✓		✓
Money and Banking	3	18	✓		✓
Fixed Income Securities	3	18	✓		✓
Courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
EE_Corporate social responsibility	3	18	✓		✓
EE_International strategic management	3	18	✓		✓
EE_International entrepreneurship	3	18	✓		✓
Doing Business In (online course)	3	24	✓		✓
Culture courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
EE_French Civilization	3	18	✓		✓

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PARIS CAMPUS

The following courses are exclusively for exchange students in ESCE [Paris](#) Campus during Spring semester 2023.

2 nd year courses	ECTS	Hours	Spring	Taught in French	Taught in English
Intelligence artificielle & business	2	18	✓	✓	
Management d'équipes à l'international	2	18	✓	✓	

Courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
Le forum des humanités (online course)	2	24	✓	French with English subtitles	
Les rendez-vous de la géopolitique (online course)	2	24	✓	French with English subtitles	
Doing Business In (online course)	3	24	✓		✓
International project management (online course)	3	24	✓		✓
EE_International business practices (online course)	3	18	✓		✓
EE_Business Communication	3	18	✓		✓
EE_European lobbying	3	18	✓		✓
EE_Current economic issues	3	18	✓		✓
EE_Intercultural persuasive communication	3	18	✓		✓
EE_Corporate social responsibility	3	18	✓		✓
EE_International strategic management	3	18	✓		✓
EE_International entrepreneurship	3	18	✓		✓

“EE” courses = courses for exchange students.

Culture courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
EE_French Civilization	3	18	✓		✓
EE_Zoom sur Paris (Pre-requisites in French language: A2 level)	4	30	✓	✓	
EE_La France à 360° (Pre-requisites in French language: B1-B2 level)	3	18	✓	✓	

Language courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
EE_Spanish language (beginner)	4	30	✓		
EE_Spanish language (false beginner)	4	30	✓		
EE_Spanish language (intermediate)	4	30	✓		

Language courses for exchange students	ECTS	Hours	Spring	Taught in French	Taught in English
EE_1, 2, 3 Partez!_FRA0 (beginner)	4	30	✓	✓	
EE_Le Français jour après jour_FRA1 (false beginner)	4	30	✓	✓	
EE_Le Français spontané_FRA2 (Elementary French)	4	30	✓	✓	
EE_Acteur en Français_FRB1 (Intermediate)	4	30	✓	✓	
EE_Architecture de l'expression_FRB2 (Upper intermediate)	4	30	✓	✓	

4th year courses – master level courses	ECTS	Hours	Spring	Taught in French	Taught in English
International Trade and Globalization (30 spots)	2	12	✓		✓
International project management (30 spots)	2	18	✓		✓
Major export management (38 spots, 15 ECTS)					
International Market Selection & the challenge: <i>Les Jeunes talents de l'export</i>	3	18	✓		✓
International digital sales and marketing	3	18	✓		✓
Cross border logistics and sustainability	3	18	✓		✓
Export mode	3	18	✓		✓
International contract law & Geopolitics	3	18	✓		✓
Major International Digital Marketing (42 spots, 15 ECTS)					
Integrated Marketing Communications	3	18	✓		✓
CRM (Customer Relationship Management)	3	18	✓		✓
Strategic Brand Management in the age of sustainability	3	18	✓		✓
Practices in Digital Marketing	4	24	✓		✓
Marketing in a Digital World	2	12	✓		✓
Major Finance, Investment and Banking (29 spots, 15 ECTS)					
Investments	3	18	✓		✓
Advanced Corporate Finance	3	18	✓		✓
Financial Derivatives	3	18	✓		✓
Money and Banking	3	18	✓		✓
Fixed Income Securities	3	18	✓		✓

5th year courses – master level courses	ECTS	Hours	Spring	Taught in French	Taught in English
Major Supply management and Purchasing (38 spots)					
Operations Management	3	18	✓		✓
Quality Management Systems, Lean & Six Sigma	3	18	✓		✓
Smart Supply Chains and Digital Technologies	3	18	✓		✓
Forecasting and IT	3	18	✓		✓
International negotiation	2	12	✓		✓
International Value Chains	3	18	✓		✓
Major International Business (42 spots)					
International digital marketing	3	18	✓		✓
Interorganizational management	3	18	✓		✓
International negotiation	2	12	✓		✓
Financial management & budget	3	18	✓		✓
Intercultural management	3	18	✓		✓
International Value Chains	3	18	✓		✓
Major Corporate Finance (40 spots)					
Mergers and Acquisitions	3	18	✓		✓
International Banking Regulation	3	18	✓		✓
Integrated Company Analysis	3	18	✓		✓
Sustainable investment Strategies	3	18	✓		✓
Working Capital Management	3	18	✓		✓
Consolidation and Group Accounts	2	12	✓		✓
Major International Marketing (43 spots)					
Innovation & Intelligence	3	18	✓		✓
Marketing Capstone for Sustainable Business	3	18	✓		✓
Marketing management in a Globalizing world	3	18	✓		✓
Marketing Data Analytics and Growth Hacking	3	18	✓		✓
Advanced Digital Marketing and New Technologies	3	18	✓		✓
SEO and Social Media Algorithms	2	12	✓		✓

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LYON CAMPUS

The following courses are exclusively for exchange students in ESCE Lyon Campus during Spring semester 2023.

Please note these programs come as a package and it is not possible to pick and choose courses: students must follow all courses within the 1st year or the 3rd year program.

1 st year courses	ECTS	Spring	Taught in French	Taught in English
LV2 : German/ Arabic/ Chinese/ Spanish/ Italian/ Russian	4	✓	/	
English	4	✓	/	
Financial Accounting	3	✓	Taught in French OR in English	
International trade practices	4	✓		
Social and student life commitment	1	✓		
ESCE's Promotion	1	✓		
Humanities forum	1	✓		
Introduction to finance	2	✓		
Current geopolitical issues	2	✓		
Management 1: The art of management	3	✓		
Quantitative methods for business 1	2	✓		
Business computing	2	✓		
Pact project	1	✓		

3 rd year courses	ECTS	Spring	Taught in French	Taught in English
LV2 : German/ Arabic/ Chinese/ Spanish/ Italian/ Russian	3	✓	/	
English	4	✓	/	
Capstone Year 3: International market entry strategy	3	✓	Taught in French OR in English	
Cost Accounting	2	✓		
Corporate strategy	3	✓		
International finance	2	✓		
Humanities forum	1	✓		
Doing business in...	1	✓		
Current geopolitical issues	1	✓		
Management 3: Development of the employer brand	2	✓		
Marketing 3: International marketing	2	✓		
Quantitative methods for business 3	1	✓		
Supply chain management: flows challenge	2	✓		
Option : Management and Consulting	3	✓		
Option : Entrepreneuriat et Innovation	3	✓		
Option : Export Management	3	✓		
Option : Finance, Investment & Banking	3	✓		
Option : Marketing	3	✓		
Option : Supply Chain et achats	3	✓		

A blue-tinted aerial photograph of Paris, France, showing a dense urban landscape with numerous buildings and the Eiffel Tower in the distance. The image is overlaid with the ESCE International Business School logo and name.

 **ESCE** INTERNATIONAL
BUSINESS SCHOOL