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Management Courses

Economic Courses\*

\* Some courses at the Department of Economics can be in Management (Bachelor Spring Semester)

FALL SEMESTER : Sept --> Jan

UNDERGRADUATE	Department	Degree	International Departmental Coordinator	Credits (ECTS)	Course Level	Semester	Course code	Course's name	Brief Description of the Course in English
<b>BACHELOR ECONOMICS</b>									
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>Macroeconomics and Economic Growth</b>	This eight-session course is devoted to intermediate macroeconomics (including a refresher). It provides tools for analyzing the long-run activity (the Solow growth model), as well as the short-run activity in terms of interaction between product market and the monetary and financial market (IS-LM model and AS-AD) with respect to unemployment
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>Introduction to Econometrics</b>	This course is an introduction to Econometrics. The Simple Linear Regression Model / Confidence Intervals Estimation and Hypothesis Testing / The Multiple Linear Regression Model: Estimation, Properties and Hypothesis Tests / Forecasting/ Autocorrelation and Heteroskedasticity
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>International Trade</b>	This course present the main theories and policies in International Trade. International Trade and Perfect Competition (Traditional theory of international trade / Protection instruments) / International Trade and Imperfect Competition (Intra-industry trade / Dumping / From old to new instruments of trade policy)
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>International Monetary Problems</b>	Exchange Rates and Open-Economy Macroeconomics, International Monetary Systems: An Historical Overview Optimum Currency Areas and the European Experience Financial Globalization: Opportunity and Crisis, Textbook: Krugman, Obstfeld, Melitz (2012) <i>International Economics</i> , Prentice Hall
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>Initiation to STATA Software</b>	Introduction to Data Analysis and Statistical <i>Software</i>
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	5	L3 Undergraduate	S1	L3 Eco	<b>Labor Economics</b>	Is the labor market an ordinary market? Classical approaches (Smith, Ricardo... and Marx) / Labor market as an ordinary market: Say, Jevons, Walras-Marchal and the neo classical model / The Keynesian approach of labor market equilibrium and controversies / Workforce and Unemployment: definition, data, arguments / Labor relations: Trade unions and conflicts / Labor as a human capital (Gary Becker)/ Labor market as a segmented market. Dualism (Piore-Doeringer, Lindbeck Snower model) / Friedman, NAIUR (unemployment rate), and changes in economic policies / Neo-Keynesian approaches: Phelps (efficiency wage & job search), Akerlof-Yellen model (role of information) /

BACHELOR MANAGEMENT									
	Eiffel School of Management	L1 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L1 Undergraduate	S1	L1 MI	<b>Data Analysis (on Excel)</b>	The aim of the course is to give the students basic knowledge in data analysis for businesses from both theoretical as well as practical perspective through Excel.
	Eiffel School of Management	L1 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L1 Undergraduate	S1	L1 MI	<b>Marketing and Negotiation</b>	Part 1 introduces and defines marketing ; it focuses on presenting the importance, the goals and the content of the discipline, as well as the most important terms used by marketers; students learn how to define and quantify market characteristics ; they also start to think as marketers through the identification of market opportunities. Part 2 focuses on the strategic aspects of marketing : students go through three major steps in the marketing process : segmentation, targeting and positioning. Part 3 is dedicated to the key elements of the marketing mix : students learn how to manage each
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L3 Undergraduate	S1	L3 MI	<b>Competitive Intelligence</b>	This course will focus on global competitive intelligence: the tools and methods that enhance strategic and tactical decision making in the analysis and interpretation of business data related to current and emerging competitors. The intelligence process and how to build business advantage by the collection and analysis of the capabilities, vulnerabilities, market positioning and strategic planning of competitors using open source information.
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L3 Undergraduate	S1	L3 MI	<b>Data Analysis</b>	The course is team-oriented, project-based and grounded in the relevant legal and ethical. The aim of the course is to give the students basic knowledge in data analysis for businesses from both theoretical as well as practical perspective. It will focus on the uses of information, formulating problems, data collection, drawing conclusions and reporting. Analysis methods for qualitative data will include data displays, coding, causal and content analysis. Descriptive and inferential statistical techniques for quantitative data will be introduced.
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L3 Undergraduate	S1	L3 MI	<b>Fundamentals of Management Accounting &amp; Control</b>	This course is about the use of accounting information by managers for decision making, performance evaluation and control. The goal is to provide students with a conceptual framework for identifying and resolving accounting issues faced by managers.
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L3 Undergraduate	S1	L3 MI	<b>Management of Information Systems</b>	Aims of the MIS module: - To understand the fundamentals of IS - To understand the relationship between Business Performance and IS - To apprehend Project Management within an IS environment - To provide students a sight of the future innovations in IS and their implications on the organization
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L3 Undergraduate	S1	L3 MI	<b>Principles of Finances</b>	This course introducing the fundamental principles of asset valuation within the framework of modern portfolio theory. The key analytical principles are present value, option value, risk/diversification and arbitrage. These quantitative tools are used to value stocks, bonds, options, and other derivatives, with applications to portfolio selection, risk management and market structure
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	4	L3 Undergraduate	S1	L3 MI	<b>Principles of Human Resource Management</b>	The study of effectively selecting, utilizing, assessing and developing managers as well as the role of the Human Resource Department in administering human resources in a changing and demanding environment. Experience in developing and utilizing behavioral science research methods to assess effectiveness.
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	4	L3 Undergraduate	S1	L3 MI	<b>Principles of Operation Management</b>	Provide students with an understanding of the Operation Management stakes in a company. Be able to identify issues and come up with recommendations at strategical and tactical levels.
	Eiffel School of Management	L3 Bachelor in International Management	<a href="#">Odile Solnik</a>	2	L3 Undergraduate	S1	L3 MI	<b>Doing Business Abroad</b>	Help students in written and oral fields to enable them to better communicate using a variety of methods and tools such as the work book ,role plays and presentations .There is a strong emphasis on Group work and student interaction to help achieve these objectives

POSTGRADUATE								
MASTER ECONOMICS								
Economics	International Economic Studies (M1)	Emmanuel Duguet	4	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	Development policies	Define institutional approaches for development policies and use experimental economics to assess the different policy options. We will play role games and experiments in order to mimic development actors' trade-offs and policy strategies. We will also underline the necessity to understand the informal sector as a response to state and institutional failures.
Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	Economic Policy International Organisations Approach	The aim of this course is to provide every student with the minimum basis of knowledge allowing them to understand current debates concerning economics policies led by members of international organizations in finance.
Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	Introduction to Econometrics	This course aims at familiarizing students with applied econometrics, without resorting to complex statistics. A particular emphasis will be put on methods and designs used in international and development economics.
Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	International Economics	Get the students familiar with the economist's vision of international relations, in the fields of trade in goods and services, migration and foreign investments, exchange rate determination, long term sustainable
Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	Microeconomics for International Issues	It is a basic course of microeconomics but with many applied examples
Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	Game Theory and Negotiation	This course is designed to give students the foundations for strategic thinking. This lecture is particularly useful for future personal/professional activities. To do so, we work from Game theory and Negotiation Theory.
Economics	International Economic Studies (M1)	Emmanuel Duguet	2	L3 / M1 Graduate (open to Seniors)	S1	M1 IES	History of Banking Crises	Content will soon be updated
Economics	Development economics & international project management (M2)	Emmanuel Duguet	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	International Taxation	Introduction to International Tax Law and USA Tax Law.
Economics	Development economics & international project management (M2)	Emmanuel Duguet		M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	Debates about development aid	The objective of this lecture is to familiarize students with global development issues and new aid modalities through the review of new concepts, processes and instruments used by the international community to address development challenges in the world. <i>This lecture will also seek to reinforce students' analytical and technical skills necessary</i>
Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	Recent theories of growth and development	Why are some countries rich and others poor? Based on David N. Weil's textbook, this course in economic growth, introduces students to the latest theoretical tools, data, and insights underlying this pivotal question. By showing how empirical data relate to new and old theoretical ideas, we provide students with a complete introduction to the discipline.
Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	Recent Theories of International Trade and Specialisation	Present an overview of some of the most important topics and discussion points among specialists of international economics, with an insight into development economics. This includes the aid-growth debate, the role of institutions, the resource curse, the gravity equation and
Economics	Development economics & international project management (M2)	Emmanuel Duguet	3	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	Econometrics and development studies Applications	This course aims at familiarizing students with applied econometrics, without resorting to complex statistics. A particular emphasis will be put on methods and designs used in development economics.
Economics	Development economics & international project management (M2)	Emmanuel Duguet	3	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	Project Monitoring Practice of MS project	Exploring project management with a dedicated software: MS Project 2007

	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Project cycle management and international tenders</b>	Understand how a project is designed, financed, implemented and evaluated; understand the international projects tendering and award system.
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Intercultural Management</b>	The aim of the course is to offer an insight and understanding (both analytical & practical) of how cross-cultural issues manifest in the workplace, and particularly in development
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Project budgeting and financial planning</b>	This course focuses on the budgeting process relevant for filing funding applications of technical assistance projects.
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Institutional reforms in developing and transition economies</b>	Part 1 : Institutions definitions Part 2 : How to survey and assess an institution? Part 3 : Institution and development: a theoretical framework Part 4 : Public expenditure tracking surveys Part 5 : Public institutions reform strategies Part 6 : Application to social policies
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Country risk and development analysis</b>	The aim of the course is to permit an insight of the use of country risk analysis within the financial sector and especially within the banks.
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Natural resources and sustainable development</b>	The objective of this course is to give an overview of the main research issues in environmental and resource economics. The course is organized through reading of some research papers.
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Informal sector and micro-finance</b>	To allow the student to get acquainted with the analysis of the activity of the households and the very small enterprises (VSEs) regarding their demographic characteristics, employment (labour market) and financing needs (credit market), through the example of Vietnam
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Agrarian system and rural development</b>	Understand how the farmers are choosing their cropping and breeding systems, and the impact on the different scales (local, regional, national, global). Understand and anticipate the main issues of the rural sector, and the relationships between rural and global development.
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Human capital : education and health policies</b>	Enhance capacity to analyse specific survey data and social indicators for distinct population groups, topics or areas and to establish appropriate labour market profiles; Mainstream the use of labour market indicators for empirical-based policy-making that is
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Applied Econometrics</b>	The objective of this lecture is to assist and give the necessary tools for the econometric project that students need to prepare and present during the class. The lecture provides the students with a "stata vademecum" and gives examples of applied econometric
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	3	M1 / M2 Graduate (closed to Seniors)	S1	M2 DEIPM	<b>Competition and Regulation Economics</b>	It is an advanced lecture in microeconomics applied to market competition and regulations

MASTER MANAGEMENT								
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Corporate Social Responsibility</b>	The course explores different ways in which companies can incorporate societal and environmental perspectives into strategic thinking, as well as the challenges and dilemmas involved in this process.
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>International marketing</b>	This course is designed to give an overview of marketing processes and marketing principles and provides students with the opportunity to apply the key concepts to practical business situations
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Financial Markets and Valuation</b>	Objective of the course is an introduction in Financial Markets and Valuation
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Organizational Behaviour</b>	The purpose of the course (Organizational Behaviour) is to increase students effectiveness and skill in observing, understanding and managing behavior in organizations. It also deals with cross-cultural management.
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Economic Analysis for Business Decisions</b>	The aim of this lecture is to present the basic concept of microeconomics to the students. We are using a large number of examples and we confront the theory with the reality of nowadays economy. We want the students to be able to use the microeconomic intuitions in order to understand every day economic events. We are training them to use quantitative and qualitative surveys of households and enterprises.
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Business Communication</b>	This course introduces students to general business communication theory, the function of corporate communication and how companies communicate with key audiences, both internal and external.
Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M1 IMBM	<b>Strategic Management</b>	The course introduces students to the field of Strategic Management. It focuses on strategic choices and international comparisons.
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Financial Accounting</b>	The course provides a framework for thinking about accounting systems and a basis for analyzing proposed changes to these systems. The course demonstrates that managerial accounting is an integral part of the firm's organizational structure, not just an isolated set of computational topics.
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Corporate Finance</b>	This course will help students to understand the financial management of a firm and the trade-offs between different strategies, perform valuations of basic financial instrument and create an objective valuation of a firm.
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Cross Cultural Management</b>	This course focuses on the management of cultural differences. The first objective is to increase awareness of students' own cultural assumptions and respect for other cultural perspectives. The second objective is to develop and expand knowledge and understanding about the basic drives behind national and organizational cultural differences and the impact of cultural differences on cross cultural issues in organizations. <del>Through simulations and exercises, students will develop their skills of</del> Content will be soon updated
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Uncertainty, Data and Judgement</b>	
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Process &amp; Operation Management</b>	This course introduces main tools and concepts to design, control and improve the business process on the bases of Operations Management. How operations evolve to produce tangible goods and intangible services at innovative grounds. The core concern of operation management is to make product and services according to the customer requirement with high quality and low cost. This course covers topics in operations management such as, managing projects, forecasting demands, designing operations, managing operations, supply chain management, quantitative models and six sigma approach. <del>The course contents are cover with the help of lectures, case studies and</del>
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>International Business Law</b>	The course is designed to provide students with an overview of the framework of international business law. The course aims to cover international contracts, the resolution of international commercial disputes, a brief overview of the existing international regulatory bodies in international business and address additional legal issues stemming from the globalization of business.
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Global &amp; European Economics</b>	This course is a quick introduction to the major global and european macroeconomic issues of the time. It gives an overview of the basic concepts and ideas which are necessary to understand the present crisis situation.
Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S1	M2 IMBA	<b>Digital Marketing and Electronic Commerce</b>	This course is about the basics of Digital Marketing and Electronic Commerce. Through cases studies, students should understand and master the main tools to improve companies performances.
Eiffel School of Management	Logistique et Achats Internationaux (M2)	<a href="#">Odile Solnik</a>	1,5	M1 / M2 Graduate (closed to Seniors)	S1	M2 LAI	<b>Intercultural Management</b>	The first objective is to increase awareness of students' own cultural assumptions and respect for other cultural perspectives. The second objective is to develop and expand knowledge and understanding about the basic drives behind national and organizational cultural differences and the impact of cultural differences on cross cultural issues in organizations. The third objective is to acquire an understanding of the effectiveness of different strategies of international managers working in international Purchasing and
Eiffel School of Management	Ingénierie financière (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S1	M2 IF	<b>Leverage Buyouts, Venture Capital and Exits</b>	Understand both the theoretical and practical aspects of LBO and VC investments. The goal of this course is to present the skills that are necessary to be a member of an investment banking or venture capital team.

SPRING SEMESTER : Jan --> May									
UNDERGRADUATE	Department	Degree	International Departmental Coordinator	Credits (ECTS)	Course Level	Semester	Course code	Course's name	Brief Description of the Course in English
BACHELOR ECONOMICS									
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	4	L3 Undergraduate	S2	L3 Eco	Development policies	Define institutional approaches for development policies and use experimental economics to assess the different policy options. We will play role games and experiments in order to mimic development actors' trade-offs and policy strategies. We will also underline the necessity to understand the informal sector as a response to state
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	4	L3 Undergraduate	S2	L3 Eco	Financial Markets	Content will soon be updated
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	4	L3 Undergraduate	S2	L3 Eco	Organization Theory	This course presents the main authors in Organization Theories (Fayol, Taylor, Mayo, Levitt, Ohno, Mintzberg...) and their impact on organizations
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	3	L3 Undergraduate	S2	L3 Eco	Marketing	Course objective is to introduce to the key elements in developing a marketing strategy and planning a marketing program, to analyze consumer needs and behavior and how they affect an organization's ability to develop superior value to consumers, to present examples of how firms organize their marketing efforts across a broad range of business settings (i.e. consumer packaged goods, telecommunications, pharmaceutical, etc.), to enhance problem-solving abilities in operational areas of marketing by providing you with a set of analytical tools and planning processes to improve knowledge with current challenges and issues facing today's marketing environment (technology and communication advances, globalization, etc.).
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	2	L3 Undergraduate	S2	L3Eco	Foreign Direct Investment	Content will soon be updated
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	2	L3 Undergraduate	S2	L3 Eco	Doing Business in an International Context	Help students in written and oral fields to enable them to better communicate using a variety of methods and tools such as the work book ,role plays and presentations .There is a strong emphasis on Group work and student interaction to help achieve these objectives
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	3	L3 Undergraduate	S2	L3 Eco	Corporate Strategy	The objective is to give students a global vision of strategic management, through the introduction of key concepts and of the main international trends of corporate strategy. These themes are applied to business case studies to foster the analytic skills of students.
	Economics	L3 Bachelor of Economics	Emmanuel Duguet	4	L3 Undergraduate	S2	L3 Eco	Machine Learning for Big Data	Content will soon be updated
BACHELOR MANAGEMENT									
	Eiffel School of Management	L2 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L2 Undergraduate	S2	L2 MI	Communication and Social Codes	This course introduces students to general business communication techniques. Through simulations and presentations, students will improve their own business communication skills.
	Eiffel School of Management	L1 Bachelor in International Management	<a href="#">Odile Solnik</a>	3	L1 Undergraduate	S1	L2MI	Accounting	The goal is to provide students an introduction to the basics of Accounting in France and the main international standards.
POSTGRADUATE									
	Department	Degree	International Departmental Coordinator	Credits (ECTS)	Course Level	Semester	Course code	Course's name	Brief Description of the Course in English
1. MASTER Economics									

	Economics	Development economics & international project management (M1/M2)	Emmanuel Duguet	4	M1 / M2 Graduate (closed to Seniors)	S1, S2	M2 DEIPM	<b>International Conferences</b>	Conferences, visits and seminars are an important part of the training curriculum. They give students a concrete view on issues and debates over development. This lecture is organised in close cooperation with the World Bank.
	Economics	International Economic Studies (M1)	Emmanuel Duguet	4	L3 / M1 Graduate (open to Seniors)	S2	M1 IES	<b>International Management: Principles and Applications</b>	The objectives aim at: - Developing a knowledge of theories and practices about management and its international dimensions - Enhancing the analysis of international and intercultural situations - <u>Producing projects and team work</u>
	Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S2	M1 IES	<b>Growth and Development</b>	This course provides an overview of modern growth theories and related development issues in order for the students to master the main concepts and stylized facts regarding the topics under review.
	Economics	International Economic Studies (M1)	Emmanuel Duguet	3	L3 / M1 Graduate (open to Seniors)	S2	M1 IES	<b>Banking and International Finance</b>	
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Labor force Survey Data: Analysis for Policy Making</b>	Enhance capacity to analyse specific survey data and social indicators for distinct population groups, topics or areas and to establish appropriate labour market profiles;
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	3	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Labor Economics for Development</b>	Provide an overview of global labour market challenges and recent labour market developments Raise ability to understand the role of labour market policies and institutions in radically different labour
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	3	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Topics in International Trade</b>	The course focuses on current issues in international trade, with emphasis on applied economic research over the last twenty years. Apart from seeking to understand these issues, we will be concerned with empirical methods: how do we know that a theory is valid, or whether an economic relationship is important or trivial?
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	1	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Research Seminar</b>	Help the students to write their master thesis especially for the state of the art. Part of the work is dedicated to comment and discuss recent papers and to publish the comment on the IES/DEIPM student blog
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Conference cycle</b>	EU commission visit (usually in November) AFD conference on Development economics (usually in December) "Doing Business" World Bank report EU Parliament visit "Global Economic Perspectives" World Bank "World Development Report" World Bank
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>Finance and Development</b>	This lecture aims to understand the relationship between finance and development. After this lecture, students will be able to understand the role of national and international financial markets in resource mobilization, foreign direct investment, foreign aid and the problems they may raise. New types of financing development like: capital outflows from
	Economics	Development economics & international project management (M2)	Emmanuel Duguet	2	M1 / M2 Graduate (closed to Seniors)	S2	M2 DEIPM	<b>International methods for applied research</b>	The lectures aim at introducing students to methods of applied (evidence-based) research used in international organizations, such as the OECD and the IMF. Case studies taken from OECD and IMF public reports will be used during the class. The lectures will cover the main steps of these research projects, from the formulation of topics to the publication of reports.

<b>2. MASTER Management</b>	Economics		Emmanuel Duguet	20	M1 / M2	S2		<b>Master's Thesis</b>	Master's Thesis
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Supply Chain Management</b>	Provide students with an understanding of the Supply Chain Management stakes in a company. Be able to identify issues and come up with recommendations at strategical and tactical levels
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Investment</b>	<b>Prerequisite: In order to take "Investment", students must have passed "Financial Markets and Valuation" (S1) of equivalent</b> This course is designed
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Management Accounting and Control</b>	This course is about the use of accounting information by managers for decision making, performance evaluation and control. The goal is to provide students with a conceptual framework for identifying and resolving accounting issues faced by managers
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Human Resource Management</b>	The study of effectively selecting, utilizing, assessing and developing managers as well as the role of the Human Resource Department in administering human resources in a changing and demanding environment. Experience in developing and utilizing behavioral science research methods to assess effectiveness.
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Management Information System</b>	This course is designed to: 1. understand the various information systems 2. consider the various possible applications of Information System (IS) in the organization 3. understand the organizational implications following the implementation of the different IS 4. apprehend IS within concrete examples of firms
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>European Business Law</b>	This course will provide students with the fundamental tools they need in order to be able to do business with the EU, whether they live in Europe or elsewhere. Students will gain an understanding of both the practical and theoretical aspects of European business law. We will focus on topics central to business law and to economic analysis, such as <b>free movement law, competition law, environmental law, trade law and state aids law.</b>
	Eiffel School of Management	International Master in Business Management (M1)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S2	M1 IMBM	<b>Entreprise 2,0</b>	Enterprise 2.0 module is targeted to update students with the new business practices in the post web 2.0 world. It focuses on the utilization of web 2.0 and Social Media technologies and their implications on marketing, Innovation, knowledge management <b>and strategic efforts of firms today.</b>
	Eiffel School of Management	Management et Conseil (M1)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S2	M1 MC	<b>Globalization and Management</b>	This course is about the challenges of Globalization. Students will learn how to be an effective international manager in a complex and dynamic global environment.
	Eiffel School of Management	Ingénierie financière (M2)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S2	M2 IF	<b>Corporate Governance</b>	The course tries to cover in a comparative way the main models of corporate governance and their specific problems. It focuses also on the minority shareholders' protection and on the integration of the European Financial markets through the recent harmonization of <b>financial regulation</b>
	Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	3	M1 / M2 Graduate (closed to Seniors)	S2	M2 IMBA	<b>Entrepreneurship</b>	Students will learn about the basic drives of Entrepreneurship in France and abroad and work on a virtual company (Business Plan)
	Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M2 IMBA	<b>International Negotiation</b>	Designed to give students a solid foundation for a strategic thought and practice in the field of Negotiation, useful to their International Master in Business Management and also for their future personal and professional activities. To do so, the course is based on Game theory and Negotiation theory. - The course is divided into sessions and organized <b>over 4 days</b>
	Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M2 IMBA	<b>Leadership</b>	Aims to introduce the students with the beliefs, skills and actions of who are charged with guiding teams and organizations in the contemporary world. We focus on what it takes to spark performance in others, while at the same time, developing their confidence, skills, and abilities and enhancing – rather than damaging – their mental and physical wellbeing. Importantly, the students will perform several written and oral assignments and play-roles in order to enhancing their leadership skills, reinforcing their self-awareness about their personal identity and strengths. The course will rely on case studies and cross-analysis of interviews led by the students with individuals endorsing a leadership position in various settings.
	Eiffel School of Management	International MBA (M2)	<a href="#">Odile Solnik</a>	4	M1 / M2 Graduate (closed to Seniors)	S2	M2 IMBA	<b>Innovation Management</b>	The module builds on prerequisites in strategy and marketing and focuses on the dynamics of value creation, to understand further how organizations develop distinctive resources and competences and build and sustain competitive advantage. The design of innovative value propositions and architectures involves capabilities and market dynamics, which are particularly impacted by the evolution of technologies and <b>society.</b>