



Course Equivalencies for ESSEC Business School – France

All Fall courses represent 3 ECTS and 25 contact hours except for Financial Management: 3 ECTS and 15 contact hours; and Entrepreneurship: 6 ECTS and 37.5 contact hours. A full-time BBA student and our Double Degree students take 30 ECTS.

Fall: 3rd year courses

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Management Sciences and Techniques

- Financial Management English 3 = FINN 3603
- European Economics* English 3 = ECON 399t
- International Accounting Standards - IFRS Consolidation English 3 = ACCT 399t
- International Cash Flow Management French 3 = ACCT 399t

Marketing and International Trade Development

- International Marketing English 3 = MKTG 4633
- Approach to International Markets: Latin America, Asia, North America French 3 = MKTG 399t
- Sales Force Management Eng/Fr 3 = MKTG 4343
- Purchasing Management Eng/Fr 3 = TLOG 399t

Economic and Legal Environment

- Human Resource Management French 3 = MGMT 399t
- Union Européenne* French 3 = ECON 299t Area Study or General Education Elective only

Spring: 4th Year courses

Marketing and International Trade Development

- Intercultural Marketing* English 3 = MKTG 499t
- International Marketing* Eng 3 Communication Policy Eng/Fr 3 = MKTG 4633
- Business to Business and Services Marketing Eng/Fr 3 = MKTG 499t
- E-Business* English 3 = ISYS 499t

Economic and Legal Environment

- Macroeconomics French 3 = ECON 3133
- Sustainable Development and Societal Responsibility workshop French/Eng 2 = MGMT 199t
- European Union* French 3 = ECON 499t
- European Economics* English 3 = ECON 499t

Strategy

- Strategic management Eng/Fr 3 = MGMT 499t
- Organizational Behaviour Eng/Fr 3 = MGMT 4263
- International Business Simulation (Global View) English 2 = MGMT 4583

Management Sciences and Techniques

- Financial Markets English 3 = FINN 3053
- Financial Engineering English 3 = FINN 499t

Entrepreneurship

- Entrepreneurship – Business Plan (workshop) English 6 = MGMT 3933

Logistics

- Supply Chain Management Eng/Fr 3 = TLOG 3443
- Information Systems Management Eng/Fr 3 = ISYS 2263