

| UNIPD                                       |                                                       |         | ESC CLERMONT                                                                                                                                                                                                                                                              |                                     |
|---------------------------------------------|-------------------------------------------------------|---------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| YEAR                                        | NAME                                                  | ECTS    | NAME                                                                                                                                                                                                                                                                      | ECTS                                |
| Track: Smart Manufacturing                  |                                                       |         |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | LEAN AND SUSTAINABLE MANUFACTURING                    | 6       | Business Intelligence, OR                                                                                                                                                                                                                                                 | 18                                  |
| 2                                           | MANAGEMENT CONTROL                                    | 6       | Purchasing and Supply Chain Management                                                                                                                                                                                                                                    |                                     |
| 2                                           | SUPPLY CHAIN AND LOGISTICS MANAGEMENT                 | 6       |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | BIG DATA AND MACHINE LEARNING FOR SMART MANUFACTURING | 6       |                                                                                                                                                                                                                                                                           |                                     |
| Track: Marketing and Digital Transformation |                                                       |         |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | RELATIONAL MARKETING                                  | 6       | Digital Marketing and Communication, OR                                                                                                                                                                                                                                   | 18                                  |
| 2                                           | ECONOMICS OF INNOVATION                               | 6       | Business Intelligence                                                                                                                                                                                                                                                     |                                     |
| 2                                           | OMNICHANNEL MARKETING MANAGEMENT                      | 6       |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | QUANTITATIVE METHODS AND ANALYTICS FOR MARKETING      | 6       |                                                                                                                                                                                                                                                                           |                                     |
| Track: People and Organizations             |                                                       |         |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | TALENT MANAGEMENT, DIVERSITY AND INCLUSION            | 6       | Développement RH et Accompagnement des Mobiliés <b>FRA</b> , OR                                                                                                                                                                                                           | 18                                  |
| 2                                           | ECONOMICS OF HUMAN CAPITAL                            | 6       | Business Intelligence                                                                                                                                                                                                                                                     |                                     |
| 2                                           | PERFORMANCE MANAGEMENT AND COMPENSATION               | 6       |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | LABOUR LAW AND INDUSTRIAL RELATIONS                   | 6       |                                                                                                                                                                                                                                                                           |                                     |
|                                             |                                                       |         |                                                                                                                                                                                                                                                                           |                                     |
| 2                                           | ELECTIVES                                             | 15      | Business Game 3<br>French Language Skills 4<br>Business English Skills 4<br>Challenges for Today and Tomorrow 3<br>Final Oral Exam 3<br>Career and Talents 2<br>Dissertation Methodology 2<br>Applied Research Dissertation 10<br>Internship 15 (6) + Internship report 3 | 31<br><br><br><br><br><br><br><br>9 |
| 2                                           | FINAL THESIS                                          | 15      | Applied research dissertation @UNIPD                                                                                                                                                                                                                                      | 15                                  |
|                                             |                                                       | tot. 54 |                                                                                                                                                                                                                                                                           | tot. 73                             |

## Semester 1 - MASTER 2-LEVEL COURSES (or 5th-Year University) - "Programme Grande Ecole" (PGE3) - ENGLISH TRACK

**Credit-seeking Exchange Students :**

Students can select one or more of the **CORE COURSES** and courses from only one **MAJOR/ SPECIALIZATION** ( Please note that only the specialization courses h are available in English). The internship is not open to non-degree-seeking students.

**Double-Degree Students :**

Must choose **ALL** courses :

**1. CORE COURSES**

**2. One SPECIALIZATION/ MAJOR.**

**3. Research, Dissertation, Professional Experience** including the 6-month internship\*

*\*according to the terms of the double degree program*

**Please note : Non-native English-speaking degree students are required to provide a 790 TOEIC Score at the end of their studies to validate their d**

| CODE                                                               | COURSES                                                                                                        | HEAD OF THE COURSE | TEACHING HOURS | CLASSROOM PROJECT HOURS | HOMEWORK & ASSIGNMENTS | ECTS CREDITS |
|--------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|--------------------|----------------|-------------------------|------------------------|--------------|
| <b>CORE COURSES</b>                                                |                                                                                                                |                    |                |                         |                        |              |
| (Please note : DEGREE-SEEKING WILL FOLLOW ALL CORE COURSES)        |                                                                                                                |                    |                |                         |                        |              |
| CFE-PGE-09-BGAME-CL                                                | Business Game                                                                                                  | METZ Kevin         | 18             |                         | 57                     | 3            |
| CFE-PGE-09-FLE-CL                                                  | French Language Skills (FLE) (Voltaire Certification for advanced-level students)                              | BRUGUIERS Lara     | 30             |                         | 70                     | 4            |
| CFE-PGE-09-BUSENG-CL                                               | Business English Skills                                                                                        | METZ Kevin         | 30             |                         | 70                     | 4            |
| CFE-PGE-09-ENJEUX-CL                                               | Challenges for Today and Tomorrow                                                                              | PUISEUX Florence   | 18             | 24                      | 45                     | 3            |
| <b>PROFESSIONAL EXPERIENCE (REQUIRED FOR DEGREE-SEEKERS)</b>       |                                                                                                                |                    |                |                         |                        |              |
| CFE-PGE-09-GORAL-CL                                                | FINAL ORAL EXAM (Multidisciplinary - combines experience and theoretical, geopolitical and cultural knowledge) | VILETTE Marc-André | 12             |                         | 63                     | 3            |
| CFE-PGE-09-TALENTS-CL                                              | Career and Talents                                                                                             | VIMAL Maryse       | 12             | 6                       | 32                     | 2            |
| CFE-PGE-09-EXPRO-CL                                                | 6-MONTH INTERNSHIP -(January -August) (for Degree-seeking students only)                                       | PERROT Jean-Luc    |                |                         | 6 mois                 | 15           |
| <b>RESEARCH</b>                                                    |                                                                                                                |                    |                |                         |                        |              |
| CFE-PGE-09-METHOD-CL                                               | Dissertation Methodology (For degree-seeking students only)                                                    | BLANCHARD Grégory  | 12             |                         | 38                     | 2            |
| CFE-PGE-10-MEMOIR-CL                                               | Applied Research Dissertation (For degree-seeking students only)                                               | BLANCHARD Grégory  | 0              | 0                       | 250                    | 10           |
| <b>SPECIALIZATIONS / MAJORS - ONLY CHOOSE ONE OF THE FOLLOWING</b> |                                                                                                                |                    |                |                         |                        |              |
| <b>Purchasing and Supply Chain Management - IN ENGLISH ONLY</b>    |                                                                                                                |                    |                |                         |                        |              |
|                                                                    |                                                                                                                |                    | 162            |                         | 288                    | 18           |
| CFE-PGE-09-PSCM-PURCH-CO                                           | Purchasing                                                                                                     | RODDE Anne-Sophie  |                |                         |                        | 4            |
| CFE-PGE-09-PSCM-09-TOOLS-CO                                        | Purchasing tools                                                                                               | RODDE Anne-Sophie  |                |                         |                        | 3            |
| CFE-PGE-09-PSCM-09-INNO-CO                                         | Innovation and supply Chain                                                                                    | RODDE Anne-Sophie  |                |                         |                        | 3            |
| CFE-PGE-09-PSCM-09-OPSC-CO                                         | Operational supply chain                                                                                       | RODDE Anne-Sophie  |                |                         |                        | 4            |
| CFE-PGE-09-PSCM-09-BCTUTO-CO                                       | Business cases and tutorials                                                                                   | RODDE Anne-Sophie  |                |                         |                        | 4            |
| <b>(e)Business development- IN FRENCH ONLY</b>                     |                                                                                                                |                    |                |                         |                        |              |
|                                                                    |                                                                                                                |                    | 162            |                         | 288                    | 18           |
| CFE-PGE-09-BUSDEV-DEVINT-CO                                        | Business Development à l'international                                                                         | BANOUN Arnaud      |                |                         |                        | 1            |
| CFE-PGE-09-BUSDEV-FCCBD-CO                                         | Fonctions et compétences connexes au business development                                                      | BANOUN Arnaud      |                |                         |                        | 1            |
| CFE-PGE-09-BUSDEV-DEVINDUS-CO                                      | Developpement industriel et BTOB                                                                               | BANOUN Arnaud      |                |                         |                        | 3            |
| CFE-PGE-09-BUSDEV-EBUS-CO                                          | Ebusiness Development                                                                                          | BANOUN Arnaud      |                |                         |                        | 3            |
| CFE-PGE-09-BUSDEV-FONDBD-CO                                        | Fondamentaux du Business Development                                                                           | TARANTINI José     |                |                         |                        | 6            |

|                                   |                                                                                                                  |                      |     |  |     |    |
|-----------------------------------|------------------------------------------------------------------------------------------------------------------|----------------------|-----|--|-----|----|
| CFE-PGE-09-BUSDEV-GRC-CO          | Gestion de la relation client et de l'expérience client                                                          | BANOUN Arnaud        |     |  |     | 4  |
|                                   | <b>Finance and Management Control- IN FRENCH ONLY</b>                                                            | AISSA Mahassen       | 162 |  | 288 | 18 |
| CFE-PGE-09-CG-CGES-CO             | Contrôle de Gestion environnemental et social                                                                    | AISSA Mahassen       |     |  |     | 3  |
| CFE-PGE-09-CG-CGO-CO              | Contrôle de Gestion opérationnel                                                                                 | AISSA Mahassen       |     |  |     | 4  |
| CFE-PGE-09-CG-CGS-CO              | Contrôle de Gestion stratégique                                                                                  | AISSA Mahassen       |     |  |     | 2  |
| CFE-PGE-09-CG-BUSGAME-CO          | Business Game                                                                                                    | AISSA Mahassen       |     |  |     | 2  |
| CFE-PGE-09-CG-OUTILSNUM-CO        | Outils informatiques et numériques                                                                               | AISSA Mahassen       |     |  |     | 4  |
| CFE-PGE-09-CG-BD-COM-CO           | Communication                                                                                                    | AISSA Mahassen       |     |  |     | 1  |
| CFE-PGE-09-CG-BD-GESTPROJ-COM     | Gestion de Projet                                                                                                | AISSA Mahassen       |     |  |     | 2  |
|                                   | <b>Culture startup et entrepreneuriat- IN FRENCH ONLY</b>                                                        | CAILLOUX Fabrice     | 162 |  | 288 | 18 |
| CFE-PGE-09-CSU-ENTREPRE-CO        | Développer son esprit entrepreneurial                                                                            | CAILLOUX Fabrice     |     |  |     | 3  |
| CFE-PGE-09-CSU-ECO-CO             | Ecosystèmes d'innovation et communauté                                                                           | CAILLOUX Fabrice     |     |  |     | 3  |
| CFE-PGE-09-CSU-PROTO-CO           | Prototyper, tester & expérimenter                                                                                | CAILLOUX Fabrice     |     |  |     | 3  |
| CFE-PGE-09-CSU-DIGI-CO            | Marketer son projet et établir une stratégie digitale                                                            | CAILLOUX Fabrice     |     |  |     | 3  |
| CFE-PGE-09-CSU-MODELPLAN-CO       | Du business model au business plan                                                                               | CAILLOUX Fabrice     |     |  |     | 3  |
| CFE-PGE-09-CSU-PROJET-CO          | Présenter son projet                                                                                             | CAILLOUX Fabrice     |     |  |     | 3  |
|                                   | <b>Développement RH et accompagnement des mobilités - IN FRENCH ONLY</b>                                         | NIVET Brigitte       | 162 |  | 288 | 18 |
| CFE-PGE-09-DEVRH-INTRO-CO         | Introduction                                                                                                     | NIVET Brigitte       |     |  |     | 0  |
| CFE-PGE-09-DEVRH-SPMT-CO          | Stratégie, prospective et mutations du travail                                                                   | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-DEVRH-GEPP-CO          | GEPP                                                                                                             | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-DEVRH-ACCPERS-CO       | Accompagnement des personnes                                                                                     | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-DEVRH-VMV-CO           | Vis ma vie/Projet d'action                                                                                       | NIVET Brigitte       |     |  |     | 4  |
| CFE-PGE-09-DEVRH-DROIT-CO         | Droit social                                                                                                     | NIVET Brigitte       |     |  |     | 2  |
| CFE-PGE-09-DEVRH-PRAT-CO          | Analyse des pratiques et évaluation.                                                                             | NIVET Brigitte       |     |  |     | 3  |
|                                   | <b>GRH : de la gestion administrative au pilotage de la transformation écologique - IN FRENCH ONLY</b>           | NIVET Brigitte       | 162 |  | 288 | 18 |
| CFE-PGE-09-GRHECO-INTRO2-CO       | Introduction                                                                                                     | NIVET Brigitte       |     |  |     | 0  |
| CFE-PGE-09-GRHECO-PROSPE-CO       | Stratégie, prospective et mutations du travail                                                                   | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-GRHECO-PARCOURS-CO     | GEPP                                                                                                             | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-GRHECO-ACCOMPA-CO      | Accompagnement des personnes                                                                                     | NIVET Brigitte       |     |  |     | 3  |
| CFE-PGE-09-GRHECO-PROJETACTION-CO | Vis ma vie/Projet d'action                                                                                       | NIVET Brigitte       |     |  |     | 4  |
| CFE-PGE-09-GRHECO-SOCIAL-CO       | Droit social                                                                                                     | NIVET Brigitte       |     |  |     | 2  |
| CFE-PGE-09-GRHECO-ANALYSE-CO      | Analyse des pratiques et évaluation.                                                                             | NIVET Brigitte       |     |  |     | 3  |
|                                   | <b>Marketing digital et communication - IN FRENCH ONLY</b>                                                       | GALLIE Jean-Baptiste | 162 |  | 288 | 18 |
| CFE-PGE-09-MDC-PERFDIG-CO         | Analyse de la performance digitale                                                                               | GALLIE Jean-Baptiste |     |  |     | 2  |
| CFE-PGE-09-MDC-CCDIG-CO           | Création de contenu digital                                                                                      | GALLIE Jean-Baptiste |     |  |     | 2  |
| CFE-PGE-09-MDC-COMRES-CO          | Communication responsable                                                                                        | GALLIE Jean-Baptiste |     |  |     | 2  |
| CFE-PGE-09-MDC-PROJET-CO          | Projet fil rouge                                                                                                 | GALLIE Jean-Baptiste |     |  |     | 3  |
| CFE-PGE-09-MDC-RESSOC-CO          | Réseaux sociaux                                                                                                  | GALLIE Jean-Baptiste |     |  |     | 3  |
| CFE-PGE-09-MDC-STRATDIG-CO        | Stratégie digitale                                                                                               | GALLIE Jean-Baptiste |     |  |     | 3  |
| CFE-PGE-09-MDC-CCF-CO             | Création de trafic - Conversion - Fidélisation (ce module est décomposé en trois syllabi d'après ce que j'ai vu) | GALLIE Jean-Baptiste |     |  |     | 3  |
|                                   | <b>Business Intelligence- IN ENGLISH ONLY</b>                                                                    | DOUAILLAT Sébastien  | 162 |  | 288 | 18 |
| CFE-PGE-09-BI-METAPP-CO           | BI Methodology Applied                                                                                           | DOUAILLAT Sébastien  |     |  |     | 5  |
| CFE-PGE-09-BI-SEGMENT-CO          | BI Segmentation Applied                                                                                          | DOUAILLAT Sébastien  |     |  |     | 4  |
| CFE-PGE-09-BI-FUND-CO             | Fundamentals of Business Intelligence                                                                            | DOUAILLAT Sébastien  |     |  |     | 2  |
| CFE-PGE-09-BI-METHOD-CO           | Methodology in Business Intelligence                                                                             | DOUAILLAT Sébastien  |     |  |     | 2  |
| CFE-PGE-09-BI-BIORGA-CO           | Organization of Business Intelligence                                                                            | DOUAILLAT Sébastien  |     |  |     | 2  |
| CFE-PGE-09-BI-BISEGMENT-CO        | Segmentation of Business Intelligence                                                                            | DOUAILLAT Sébastien  |     |  |     | 3  |
|                                   | <b>Digital design manager- IN FRENCH ONLY</b>                                                                    | LANDIVAR Diego       | 162 |  | 288 | 18 |
| CFE-PGE-09-DDM-APPROCHES-CO       | Workshops "Approches néo-artisanales"                                                                            | LANDIVAR Diego       |     |  |     | 6  |
| CFE-PGE-09-DDM-DAP-CO             | Workshops "Direction Artistique de projets"                                                                      | LANDIVAR Diego       |     |  |     | 6  |
| CFE-PGE-09-DDM-DESIGNTOOLS-CO     | Digital & Design Tools                                                                                           | LANDIVAR Diego       |     |  |     | 1  |
| CFE-PGE-09-DDM-NME-CO             | Nouvelles méthodes d'enquêtes                                                                                    | LANDIVAR Diego       |     |  |     | 2  |
| CFE-PGE-09-DDM-UXCULTURE-CO       | UX Culture                                                                                                       | LANDIVAR Diego       |     |  |     | 3  |
|                                   | <b>Ingénierie Financière et Innovation en Finance - IN FRENCH ONLY</b>                                           | LOUTIA Amine         | 162 |  | 288 | 18 |
| CFE-PGE-09-2IF-FINENT-CO          | Fondamentaux de Finance d'entreprise                                                                             | LOUTIA Amine         |     |  |     | 4  |
| CFE-PGE-09-2IF-IFE-CO             | Ingénierie financière d'entreprise                                                                               | LOUTIA Amine         |     |  |     | 3  |
| CFE-PGE-09-2IF-PORTEF-CO          | Ingénierie financière - Gestion de Portefeuille                                                                  | LOUTIA Amine         |     |  |     | 2  |
| CFE-PGE-09-2IF-TRESRISK-CO        | Ingénierie Financière - Gestion de Trésorerie et des Risques                                                     | LOUTIA Amine         |     |  |     | 2  |
| CFE-PGE-09-2IF-MACHLEARN-CO       | Finance Digitale et Machine Learning                                                                             | LOUTIA Amine         |     |  |     | 4  |
| CFE-PGE-09-2IF-AMF-CO             | Réglementation Financière, Déontologie et Préparation à la certification AMF                                     | LOUTIA Amine         |     |  |     | 3  |

|                                |                                                                                   |                                                                |     |  |     |    |
|--------------------------------|-----------------------------------------------------------------------------------|----------------------------------------------------------------|-----|--|-----|----|
|                                | <b>Ingénierie Financière et Finance Durable - IN FRENCH ONLY</b>                  | MRAD Fatma                                                     | 162 |  | 288 | 18 |
| CFE-PGE-09-IFFD-FINANCE-CO     | Fondamentaux de Finance d'entreprise                                              | MRAD Fatma                                                     |     |  |     | 4  |
| CFE-PGE-09-IFFD-OIF1-CO        | Outils d'ingénierie financière 1                                                  | MRAD Fatma                                                     |     |  |     | 3  |
| CFE-PGE-09-IFFD-OIF2-CO        | Outils d'ingénierie financière 2                                                  | MRAD Fatma                                                     |     |  |     | 3  |
| CFE-PGE-09-IFFD-REPORTING-CO   | Reporting extra-financier                                                         | MRAD Fatma                                                     |     |  |     | 2  |
| CFE-PGE-09-IFFD-FINDUR-CO      | Outils pour Finance Durable                                                       | MRAD Fatma                                                     |     |  |     | 3  |
| CFE-PGE-09-IFFD-ESG-CO         | Sensibilisation aux enjeux ESG et préparation à la certification Finance Durable. | MRAD Fatma                                                     |     |  |     | 3  |
|                                | <b>Organisations responsables pour un futur durable - IN FRENCH ONLY</b>          | DOS SANTOS Catherine, BORODAK Daniela, BOURLIER-BARGUES Emilie | 162 |  | 288 | 18 |
| CFE-PGE-09-MRO-PLANET-CO       | Enjeux planétaires - Construction d'un projet responsable                         | DOS SANTOS Catherine, BORODAK Daniela, BOURLIER-               |     |  |     | 6  |
| CFE-PGE-09-MRO-COMPTAENV-CO    | Droit et Comptabilité environnementale                                            | BIEN Fabrice                                                   |     |  |     | 2  |
| CFE-PGE-09-MRO-FINRES-CO       | Finance responsable                                                               | RANNOU Yves                                                    |     |  |     | 2  |
| CFE-PGE-09-MRO-MARKRES-CO      | Marketing responsable                                                             | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 2  |
| CFE-PGE-09-MRO-RH-CO           | Ressources Humaines – diversité et dialogue social                                | BONNETON Domitille                                             |     |  |     | 2  |
| CFE-PGE-09-MRO-GOUVRES-CO      | Gouvernance responsable                                                           | BOURLIER BARGUES Emilie                                        |     |  |     | 2  |
| CFE-PGE-09-MRO-STRATRES-CO     | Stratégie responsable                                                             | DOS SANTOS Catherine                                           |     |  |     | 2  |
|                                | <b>Sport Business - IN FRENCH ONLY</b>                                            | BOISSEL Jérôme                                                 | 162 |  | 288 | 18 |
| CFE-PGE-09-SB-GPP-CO           | Gestion des personnes et des projets                                              | BOISSEL Jérôme                                                 |     |  |     | 3  |
| CFE-PGE-09-SB-STATION-CO       | Gestion d'une station de ski 4 saisons                                            | BOISSEL Jérôme                                                 |     |  |     | 3  |
| CFE-PGE-09-SB-PISPORT-CO       | Panorama de l'industrie du sport                                                  | BOISSEL Jérôme                                                 |     |  |     | 4  |
| CFE-PGE-09-SB-TUT-CO           | Projets tutorés et expériences professionnalisantes                               | BOISSEL Jérôme                                                 |     |  |     | 4  |
| CFE-PGE-09-SB-MERCH-CO         | Retail et merchandising                                                           | BOISSEL Jérôme                                                 |     |  |     | 4  |
|                                | <b>Marketing et Data Marketing - IN FRENCH ONLY</b>                               | ZUMBO-LEBRUMENT Cedrine                                        | 162 |  | 288 | 18 |
| CFE-PGE-09-MKGDATA-MARQUES-CO  | Concevoir et développer des marques fortes responsables                           | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 4  |
| CFE-PGE-09-MKGDATA-CONSRES-CO  | Etudier et comprendre le comportement du consommateur responsable                 | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 4  |
| CFE-PGE-09-MKGDATA-DATAMARK-CO | Data Marketing                                                                    | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 5  |
| CFE-PGE-09-MKGDATA-OMNICAN-CO  | Développer la relation client omnicanale                                          | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 3  |
| CFE-PGE-09-MKGDATA-CPRESP-CO   | Chef de produits responsable                                                      | ZUMBO-LEBRUMENT Cedrine                                        |     |  |     | 2  |
|                                | <b>International Commerce and Digital Marketing - IN FRENCH ONLY</b>              | SIKLOS Balazs                                                  | 162 |  | 288 | 18 |
| CFE-PGE-09-DMCENG-WEBANA-CO    | Web analytics                                                                     | PASQUALETTO Serena                                             |     |  |     | 2  |
| CFE-PGE-09-DMCENG-MKG-CO       | Marketing Communication and Media Management                                      | ROSTAN Marion                                                  |     |  |     | 2  |
| CFE-PGE-3-MAJ-DMCENG-DMPROJ-CO | DM Project                                                                        | COUSSEN Christophe                                             |     |  |     | 2  |
| CFE-PGE-09-DMCENG-WEBDEV-CO    | Website Development                                                               | METZ Kevin                                                     |     |  |     | 3  |
| CFE-PGE-09-DMCENG-DIGMKG-CO    | Digital Marketing                                                                 | GALLIÉ Jean-Baptiste                                           |     |  |     | 2  |
| CFE-PGE-09-DMCENG-DESIGN-CO    | Designing and Managing marketing research projects                                | SIKLOS Balazs                                                  |     |  |     | 2  |
| CFE-PGE-09-DMCENG-SOCMED-CO    | Social Media and Community Management                                             | KREIDL Shadi                                                   |     |  |     | 1  |
| CFE-PGE-09-DMCENG-COMPMPR-CO   | Competitive pricing                                                               | SIKLOS Balazs                                                  |     |  |     | 4  |
|                                | <b>Corporate Finance &amp; Fintech - COURSES IN ENGLISH ONLY</b>                  | TURKI Aymen                                                    | 162 |  | 288 | 18 |
| CFE-PGE-09-2IFENG-VAL-CO       | Valuation                                                                         | RANNOU Yves                                                    |     |  |     | 2  |
| CFE-PGE-09-2IFENG-FANA-CO      | Financial Statement Analysis                                                      | TURKI Aymen/AWUYE Isaac                                        |     |  |     | 3  |
| CFE-PGE-09-2IFENG-PELBO-CO     | Private Equity and LBO                                                            | FORESTIER Benjamin/ TAGELDIN Amine                             |     |  |     | 3  |
| CFE-PGE-09-2IFENG-PFOLIO-CO    | Portfolio Management                                                              | MRAD Fatma                                                     |     |  |     | 2  |
| CFE-PGE-09-2IFENG-TRESMA-CO    | Treasury Management                                                               | ALICI Yurt                                                     |     |  |     | 1  |
| CFE-PGE-09-2IFENG-DA-CO        | Data Analytics                                                                    | LOUTIA Amine                                                   |     |  |     | 4  |
| CFE-PGE-09-2IFENG-DBANK-CO     | Introduction to Blockchain and Money                                              | DANG Hoang                                                     |     |  |     | 1  |
| CFE-PGE-09-2IFENG-DBANK-CO     | Digital banking                                                                   | GHANEM Elias                                                   |     |  |     | 1  |
| CFE-PGE-09-2IFENG-PAYM-CO      | Introduction to Payments                                                          | REGRAGUI Yassine                                               |     |  |     | 1  |

|                                |           |           |           |          |
|--------------------------------|-----------|-----------|-----------|----------|
| <b>TOTAL</b>                   | <b>18</b> | <b>24</b> | <b>45</b> | <b>3</b> |
| <b>TOTAL HEURES PLANIFIEES</b> | <b>42</b> |           |           |          |