

IESEG - Grande Ecole Programme - 2025-2026**Minor Core Courses**

The opening of the following minors depends on student demand. We cannot guarantee they will all be available every year.

INTERNATIONAL NEGOTIATION AND SALES (NEG)		
MAJOR/MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	PRACTICAL NEGOTIATION SKILLS 3749	3
3	CULTURE AND NEGOTIATION STRATEGIES 3746	3
3	BUSINESS RELATIONSHIPS AND MULTIPARTY NEGOTIATION 3745	3
3	APPLIED CONFLICT MANAGEMENT AND DISPUTE RESOLUTION 3744	3
3	DECISION GAMES AND NEGOTIATION 3747	3
3	DIPLOMATIC NEGOTIATIONS AND SUSTAINABLE DEVELOPMENT 3751	3

OPERATION AND SUPPLY CHAIN MANAGEMENT (OPS)		
MAJOR/MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	SUPPLY CHAIN MANAGEMENT 3756	3
3	INVENTORY MANAGEMENT 3757	3
3	DECISION MODELLING AND ANALYSIS 3758	3
3	PROJECT PLANNING 3759	3
3	BUSINESS PROCESS FLOWS 3760	3
3	TOTAL QUALITY MANAGEMENT 3761	3

MINOR in DIGITAL TRANSFORMATION (DT)		
MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	CYBERSECURITY 4067	3
3	DATA MANAGEMENT 4068	3
3	DIGITAL OPPORTUNITIES AND CHALLENGES 4069	3
3	SYSTEMS ANALYSIS AND DESIGN 4070	3
3	DIGITAL TRANSFORMATION MANAGEMENT 4071	3
3	APPLICATION DEVELOPMENT 4072	3

MINOR in SUSTAINABILITY AND TRANSITION (STS)		
MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	ADVANCED CLIMATE AND ENVIRONMENTAL SCIENCE FOR MANAGERS	3
3	ENVIRONMENTAL MANAGEMENT: MINIMIZING CORPORATE FOOTPRINTS	3
3	MANAGING LOCAL AND INTERNATIONAL SUPPLY CHAINS	3
3	LEADING AND GOVERNING A SUSTAINABLE BUSINESS	3
3	ASSESSING, REPORTING AND COMMUNICATING IMPACT	3
3	SOCIAL SUSTAINABILITY: TOWARDS INCLUSIVE BUSINESSES	3

GENERAL MANAGEMENT AND STRATEGY CONSULTING (GMSC)		
MAJOR/MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	ADVANCED CORPORATE STRATEGY 3696	3
3	SUSTAINABILITY CONSULTING 3699	3
3	TRANSFORMATIONAL HRM 3701	3
3	HISTORICAL PERSPECTIVES ON MANAGEMENT 3697	3
3	THE CONSULTING PROCESS 3700	3
3	CONSULTING SKILLS 3703	3

FINANCIAL MANAGEMENT & CONTROL (FMC)		
MAJOR/MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	ACCOUNTING AND REGULATIONS 3660	3
3	CONSOLIDATION 3661	3
3	BUSINESS CYCLES & LEGISLATION 3662	3
3	STRATEGIC MANAGEMENT 3663	3
3	FINANCIAL STATEMENT ANALYSIS 3664	3
3	RISK MANAGEMENT & FRAUD 3665	3

MINOR in MANAGERIAL DECISION MAKING (MDM)		
MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	BEHAVIORAL ECONOMICS & MANAGERIAL DECISIONS 4052	3
3	BUSINESS PERFORMANCE ANALYSIS FOR DECISION SUPPORT 4053	3
3	CLIMATE CHANGE DECISION-MAKING 4054	3
3	DECISION-MAKING OF DIGITAL PLATFORMS 4055	3
3	DIVERSITY, DISCRIMINATION & LABOR DECISIONS 4056	3
3	UNDERSTANDING MARKET REGULATION FOR STRATEGIC DECISION-MAKING 4057	3

MINOR in MANAGING PEOPLE AND ORGANIZATIONS (MPO)		
MINOR CORE COURSES (MCC)		
SEMESTER	COURSE TITLE	ECTS
3	HR ANALYTICS	3
3	TALENT ACQUISITION AND DEVELOPMENT	3
3	PERFORMANCE AND COMPENSATION MANAGEMENT	3
3	GLOBAL LABOR LAW FOR MANAGERS	3
3	ORGANIZATIONAL DIVERSITY AND INCLUSION	3
3	EMPLOYEE WELL-BEING AND WORK LIFE MANAGEMENT	3