

Except for MiM 1st year students,
IMAGINATION WEEK is compulsory
from 8th to 12th January 2024

Intensive week from 8 to 12 January 2024

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
ENG (P)	8 to 12 Jan.	09:00-16:15	7	CPTO31485	s.1	Value Creation and Governance	Adrian Zicari, Farid Baddache	30		
	8 to 12 Jan.	09:00-16:15	8	DEVD31136	s.1	Droit des sociétés & fiscalité	Hugues Bouthinon-Dumas	40		
ENG	8 to 12 Jan.	09:00-16:15	9	DEVI31129	s.1	Real Estate Economics	Franck Petel	40		
	8 to 11 Jan.	09:00-17:45	10	DEVN31140	s.1/3	Atelier de négociation (sur 4 jours)	Imen Benharda	30		
ENG	8 to 11 Jan.	09:00-17:45	11	DEVN31141	s.1/2	Negotiation Workshop (sur 4 jours)	Marwan Sinaceur	30		
	8 to 12 Jan.	09:00-16:15	12	DEVN31230	s.1/2	Géopol. & enjeux de la mondial*	Frédéric Charillon	30		
8 to 12 Jan.	8 to 12 Jan.	09:00-16:15	13	DEVN31400	s.1	Négocier avec la Chine	Philippe Le Corre	30		
ENG (P)	8 to 12 Jan.	09:00-16:15	14	FINM32417	s.1	Trading, Digital Transformations of Markets & FinTech (Master in Finance program's course) Prerequisite FINE31123/124 No session on Friday, Jan 12th, afternoon; Quiz on Friday, January 19th, 2024 4h30pm	Laurence Daures	50		
ENG (P)	8 to 12 Jan.	09:00-16:15	15	FINM31217	s.1	ESG Investing & Green Finance (Priority for the students admitted in the 2023-24 Shaping the Future of Finance Chair) (In common with specialized masters)	Sofia Ramos, Hassan Cerhozi, Tom Collet, Rebecca Smith	40		
Core C. ENG (P)	8 to 12 Jan.	09:00-16:15	16	IDSi31135	s.1/4	Managing IT in the Digital Age	Gianluca Errico	45		
Core C. ENG (P)	8 to 12 Jan.	09:00-16:15	17	IDSi31135	s.2/4	Managing IT in the Digital Age	Julien Malaurent	45		
ENG	8 to 12 Jan.	09:00-16:00	18	IDSi31137	s.1/3	Python Programming for Business	Eduoard Klein	35		
Chair ENG	8 to 12 Jan.	09:00-16:15	19	IDSi31433	s.1	Chair Sem. Digital Disruption (Reserved for the students admitted in 2023-24 to the Digital Disruption Chair)	Jan Ondrus	25	Reserved	CNIT La Défense (à confirmer)
Core C. ENG	8 to 12 Jan.	09:00-16:15	20	MGTP31101	s.1/3	People and Organizations	Anca Metiu	40		
	8 to 11 Jan.	09:00-17:45	21	MGTP31206	s.1/3	Profils personnels et carrière (sur 4 jours)	Jean-Luc Cerdin	30		
Core C. ENG	8 to 12 Jan.	09:00-16:15	22	MGTS31103	s.1/3	Strategy and Management	Pooyan Khashabi	45		
ENG	8 to 12 Jan.	09:00-16:15	23	MGTS31261	s.1	Global Strategy	Ashok Som	25		
NEW ENG	8 to 12 Jan.	09:00-16:15	24	MGTS31323	s.1	Strategy Business Simulation (See the description in appendix)	Maciej Workiewicz	35		
ENG	8 to 12 Jan.	09:00-16:15	25	MKGC31443	s.1	Semiotics and Communication	Anne-Flore Maman-Larraufie	30		
Core C. (P)	8 to 12 Jan.	09:00-16:15	26	MKGM31128	s.1/3	Marketing management	Jean-Marc Xuereb	50		
ENG	8 to 12 Jan.	09:00-16:15	27	MKGS31203	s.1/2	Digital Marketing Strategy	Cédric Kachaner	30		
ENG	8 to 12 Jan.	09:00-16:15	28	MKGS31487	s.1	Marketing Through Sports	Thierry Lardinois	30		CNIT La Défense
ENG	8 to 12 Jan.	09:00-16:15	29	MOPI31207	s.1	Operations & Technology Mngt	Sara Rezaee Vessal	50		

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Intensive week from 19 to 23 February 2024

After the 3rd registration round and only for the courses during intensive week from 19 to 23 February, 2024
registrations and cancelling registrations till Friday, February 9, 2024
Contact: etudes@essec.edu

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Reamaining seats	Place
Chair	19 to 23 Feb.	09:00-16:15	30	COMD31439	s.1	Media & Digital Chair Seminar <i>(Reserved for students admitted in 2023-24 on Media & Digital Chair T2 et T3 = 2UV)</i>	Harris Kyriakou	54	Reserved	CNIT La Défense (à confirmer)
Core C. ENG (P)	19 to 23 Feb.	09:00-16:15	31	CPTG31149	s.1/5	Management Control <i>(Final exam: Friday, February 23rd 1h15pm)</i>	Jean-Pierre Bonnet	40		
Core C. ENG (P)	19 to 23 Feb.	09:00-16:15	32	CPTG31149	s.2/5	Management Control <i>(Final exam: Friday, February 23rd 1h15pm)</i>	Eduardo Pordomingo	40		
Core C. ENG (P)	19 to 23 Feb.	09:00-16:15	33	CPTG31149	s.3/5	Management Control <i>(Final exam: Friday, February 23rd 1h15pm)</i>	Bruno Cazenave	40		
	19 to 23 Feb.	09:00-16:15	34	DEVC31200	s.1	Ville et innovation	Edouard Dequeker	30		
	19 to 23 Feb.	09:00-16:15	35	DEVC31206	s.1	Stratégie des entrep. à impact	Anne-Claire Pache	30		
	19 to 23 Feb.	09:00-16:15	36	DEVE31200	s.1	Droit et entrepreneuriat	Geneviève HELLERINGER	40		CNIT La Défense (à confirmer)
	19 to 22 Feb.	09:00-17:45	37	DEVN31140	s.2/3	Atelier de négociation <i>(sur 4 jours)</i>	Imen Benharda	30		
	19 to 23 Feb.	09:00-16:15	38	DEVN31230	s.2/2	Géopol. & enjeux de la mondial*	Joseph Maïla	30		
ENG (P)	19 to 22 Feb.	09:00-17:45	39	DEVN31241	s.1	Advanced Negotiation Workshop <i>(sur 4 jours)</i>	Aurélien Colson	30		
ENG	19 to 23 Feb.	09:00-16:15	40	IDSD31113	s.1	Decision Analytics	Diego Delle Donne	45		
Core C. (P)	19 to 23 Feb.	09:00-16:15	41	IDSJ31134	s.1/2	Mgt de l'IT à l'ère numérique	Nom à confirmer	45		
Core C. ENG (P)	19 to 23 Feb.	09:00-16:15	42	IDSJ31135	s.3/4	Managing IT in the Digital Age	Christoph Mueller Bloch	45		
Core C. ENG (P)	19 to 23 Feb.	09:00-16:15	43	IDSJ31135	s.4/4	Managing IT in the Digital Age	Nom à confirmer	45		
ENG	19 to 23 Feb.	09:00-16:15	44	IDSJ31343	s.1	Digital Transformation	Julien Malaurent	45		
Chair ENG	19 to 23 Feb.	09:00-16:15	45	IDSS31405	s.1	Accenture Chair Case Studies <i>(Reserved for the students admitted in 2023-24 to Accenture Strategic Business Analytics Chair)</i>	Jeroen Rombouts	60	Reserved	
ENG	19 to 23 Feb.	09:00-16:15	46	MGTM31241	s.1	Managing Business Networks <i>See the description in the appendix</i>	Elisa Operti	30		
	19 to 23 Feb.	09:00-16:15	47	MGTP31206	s.2/3	Profils personnels et carrière	Maurice Thevenet	30		
ENG	19 to 23 Feb.	09:00-16:15	48	MKGM31301	s.1	Food Concept Creative Workshop <i>(Previously: A Journey to Better Nutrition) (Priority for students admitted in 2023-24 to the Food Business Challenges Chair)</i>	Frédéric Oble	40		
Core C. ENG	19 to 23 Feb.	09:00-16:15	49	MGTS31103	s.2/3	Strategy and Management	Pooyan Khashabi	45		
Chair	19 to 23 Feb.	09:00-16:15	50	MKGS31453	s.1	Sém. Chaire GC (2) <i>(Réservé aux étudiants admis en 2023-24 à la Chaire Grande Consommation)</i>	Rémy Gérin	30	Reserved	Extérieur
Chair ENG	19 to 23 Feb.	09:00-16:15	51	MKGS31495	s.1	Sports Chair Sem Global Sports <i>(Reserved for the students admitted in 2023-24 to Sport Chair)</i>	Karoline Strauss	30	Reserved	CNIT La Défense (à confirmer)

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Management

Monday

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
Core C. (P)	Monday	09:00-12:00	57	CPTC31124	s.1/5	Info comptables et financières (Examen final : samedi 6 avril à 9h)	Chrystelle Richard	40		
Core C. ENG (P)	Monday	09:00-12:00	58	CPTC31125	s.1/3	Finl Accounting & Reporting (Final exam: Saturday, April 6th 9am)	Mienkie Roodt	40		
Core C. (P)	Monday	09:00-12:00	59	CPTG31148	s.1/4	Contrôle de gestion (Examen final : Samedi 6 avril à 13h15)	Ghislaine Laval	40		
	Monday	09:00-12:00	60	DEVD31252	s.1	Devenir haut-fonctionnaire	Hugues Bouthinon-Dumas et Intervenants	35		
Chair ENG	Monday	09:00-12:00	61	DEVE31411	s.1/2	Chair Seminar Soc. Impact Assessment (<i>Reserved for the students admitted in 2023-24 on Innovation Sociale Chair</i>)	Tommaso Ramus	20	Reserved	
Chair	Monday	09:00-12:00	62	DEVI31430	s.1	Sém. application immobilier (<i>Réservé aux admis en 2023-24 à la Chaire Immobilier et Développement Durable. suivi obligatoirement aux T2 et T3 : 2 UV</i>)	Nom à confirmer	40	Reserved	
Chair ENG	Monday	09:00-12:00	63	DEVI31431	s.1	Real Estate Analysis Applic ^o Seminar (<i>Reserved for the students admitted in 2023-24 on Real Estate Chair. Compulsory on T2 and T3 : 2 UV</i>)	Franck Petel	40	Reserved	
Core C. (P)	Monday	09:00-12:00	64	ECOI31142	s.1/2	Economie managériale	Marc Guyot	80		
Filière (P)	Monday	09:00-12:00	65	FING31402	s.1	Séminaire éthique en finance (<i>Réservé aux étudiants admis à la Filière Finance. 5 séances : 15, 22, 29 Jan et 5, 12 Fév</i>) Inscription obtenue dans l'ordre d'arrivée : résultat donné à l'issue du 1er ou 2e tour d'inscription. Obligatoire au T2 ou T3 = 0 UV. Saisir le crn sans mise de points et valider par submit)	Eric Miramond	50	Reserved	
ENG	Monday	09:00-12:00	171	IDSI31339	s.1	Website Creation	Christophe Harrer	35		
Core C. ENG	Monday	09:00-12:00	66	MGTP31101	s.2/3	People and Organizations	Matt Cummins	40		
ENG	Monday	09:00-12:00	67	MGTP31205	s.1	Ethics and Decision-making	Maurice Thevenet	25		
Core C. ENG (P)	Monday	09:00-12:00	68	MKGM31129	s.1/4	Marketing Management	Steven Seggie	60		
Core C. (P)	Monday	13:15-16:15	69	CPTC31124	s.2/5	Info comptables et financières (Examen final : samedi 6 avril à 9h)	Chrystelle Richard	40		
Core C. ENG (P)	Monday	13:15-16:15	70	CPTC31125	s.2/3	Finl Accounting & Reporting (Final exam: Saturday, April 6th, 9am)	Mienkie Roodt	40		
ENG	Monday	13:15-16:15	94	DEVC31211	s.1	CSR & Sustainable Development (<i>Priority for the students admitted in 2023-24 to Talents de la transition écologique Chair</i>)	Tommaso Ramus	40		
	Monday	13:15-16:15	71	DEVD31134	s.1	État et gouvernance	Hugues Bouthinon-Dumas et Intervenants	50		
ENG	Monday	13:15-16:15	72	DEVD31229	s.1	Intellectual Property Law&Digital Challenges	Alexandra Gattino-Pollicott, Karine Disdier-Mikus	40		
	Monday	13:15-16:15	73	DEVE31102	s.1	Philanthropie : stratégies et impact (Pogrammmation à confirmer)	Arthur Gautier	30		
Chair ENG	Monday	13:15-16:15	75	DEVI31433	s.1	Real Estate Chair Seminar (<i>Reserved for the students admitted in 2023-24 on Real Estate Chair. Compulsory on T2 and T3 : 1 UV</i>)	Franck Petel	40	Reserved	
Core C. (P)	Monday	13:15-16:15	76	ECOI31142	s.2/2	Economie managériale	Marc Guyot	80		
ENG	Monday	13:15-16:15	77	IDSI31211	s.1	VBA Programming	Christophe Harrer	35		
ENG	Monday	13:15-16:15	78	MGTP31201	s.1	Personality Theory (<i>Reserved to students admitted in 2023-24 to Leadership and Diversity Chair</i>)	Junko Takagi	40		
Core C. ENG	Monday	13:15-16:15	79	MGTS31103	s.3/3	Strategy and Management	Maren Mickeler	45		
ENG	Monday	13:15-16:15	80	MKGC31113	s.1	Marketing Research	Marc Mazodier	40		
ENG	Monday	13:15-16:15	81	MKGF31237	s.1	Key Account Management	Cécile Viniane	35		
Core C. ENG (P)	Monday	13:15-16:15	82	MKGM31129	s.2/4	Marketing Management	Steven Seggie	60		
ENG	Monday	13:15-16:15	83	MKGM31413	s.1	Anthropology of Luxury Brands	Simon Nyeck	35		
ENG	Monday	13:15-16:15	84	MOPP31231	s.1	Purchasing & Procurement Mngt	Elvire Regnier-Lussier	35		
ENG	Monday	13:15-16:15	85	MOPP31327	s.1	Environmental & Social Challenge in Operations Management	Felix Papier	35		
Chair ENG Cancelled	Monday	13:15-16:15	74	DEVE31411	s.2/2	Chair Seminar Soc. Impact Assessment (<i>Reserved for the students admitted in 2023-24 on Innovation Sociale Chair</i>) Cancelled by the dpt on July 7, 2023	Tommaso Ramus	35	Reserved	

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Management

Monday

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
Core C. (P)	Monday	16:30-19:30	86	CPTC31124	s.3/5	Info comptables et financières (<i>Examen final : samedi 6 avril à 9h</i>)	Pascale Chastaing-Doblin	40		
Core C. (P)	Monday	16:30-19:30	87	CPTG31148	s.2/4	Contrôle de gestion (<i>Examen final : samedi 6 avril à 13h15</i>)	Bruno Cazenave	40		
Core C. ENG (P)	Monday	16:30-19:30	88	ECOI31143	s.1/3	<i>Business Economics</i>	Gosia Majewska	80		
Chair ENG	Monday	16:30-19:30	232	DEVE31417	s.1	<i>Chair Seminar Sustainability Impact Assesmt (Reserved for the students admitted in 2023-24 to ESSEC Global Circular Economy Chair and ESSEC Talents de la Transition Ecologique Chair)</i>	Bernard Leca	40	<i>Reserved</i>	
ENG	Monday	16:30-19:30	89	IDSJ31137	s.2/3	<i>Python Programming for Business</i>	Christophe Harrer	35		
ENG	Monday	16:30-19:30	227	IDSJ31451	s.1	<i>Information Strategy & Govern. (Priority for the students admitted in 2023-24 on Information Strategy & Governance Chair) (See course description in the appendix)</i>	Isabelle Comyn-Wattiau	30		
ENG	Monday	16:30-19:30	90	MGTE31409	s.1	<i>Cleantech Entr. & Innovation</i>	Yann Cramer	30		
Core C. ENG (P)	Monday	16:30-19:30	91	MKGM31129	s.3/4	<i>Marketing Management</i>	Steven Seggie	60		
	Monday	16:30-19:30	92	MKGS31462	s.1	<i>Clients et stratégie</i>	Cécile Viniane	35		

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Tuesday

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
	Tuesday	09:00-12:00	93	DEVC31210	s.1	Resp. soc. ent. & dvpt durable (<i>Priorité aux étudiants admis en 2023-24 à la chaire Innovation Sociale</i>)	Jean-Sébastien Simon	40		
Chair	Tuesday	09:00-12:00	174	DEVC31402	s.1	Sém. chaire innov ^o ent. social (<i>Réservé aux étudiants admis en 2023-24 à la Chaire Innovation et Entrepreneuriat Social. Suivi obligatoirement aux T2 et T3 : 1 UV</i>)	Anne-Claire Pache	35	Reserved	
Chair	Tuesday	09:00-12:00	95	DEVC31406	s.1	Sém. application éco. urbaine (<i>Réservé aux étudiants admis en 2023-24 à la Chaire Economie Urbaine. Obligatoirement suivi T2 et T3 : 1 UV</i>)	Edouard Dequeker	35	Reserved	
ENG	Tuesday	09:00-12:00	96	DEVE31273	s.1	<i>From linear to circular : get the core methodology (Priority for the students admitted 2023-24 on ESSEC Global Circular Economy Chair)</i>	Justine Laurent	30		
	Tuesday	09:00-12:00	97	DEVI31130	s.1	Marchés & produits immobiliers	Franck Petel	40		
	Tuesday	09:00-12:00	98	ECO31226	s.1	Analyse de conjoncture	Radu Vranceanu, Marc Guyot	40		
ENG (P)	Tuesday	09:00-12:00	99	FINE31253	s.1	<i>Mergers and Acquisitions</i>	José-Miguel Gaspar	70		
ENG (P)	Tuesday	09:00-12:00	100	FINE31341	s.1	<i>Entrepr. Fin. & Private Equity</i>	Victor Gabella, Lucas Lorimy	60		
ENG	Tuesday	09:00-12:00	101	IDSJ31137	s.3/3	<i>Python Programming for Business</i>	Christophe Harrer	35		
ENG	Tuesday	09:00-12:00	102	IDSJ31341	s.1	<i>e-Business Strategy&Operations</i>	Frédéric Ravaux	30		
ENG	Tuesday	09:00-12:00	103	MKGC31126	s.1/2	<i>Consumer Insights (Previously: Consumer Behavior)</i>	Hunter Jones	35		
ENG	Tuesday	09:00-12:00	104	MKGC31131	s.1	<i>Data-Driven Marketing</i>	Arnaud De Bruyn	50		
	Tuesday	09:00-12:00	105	MKGM31217	s.1	Chef de produit	Alexandre Mariat	40		
Chair	Tuesday	09:00-12:00	106	MKGS31452	s.1	Sém. Chaire GC (1) (<i>Réservé aux étudiants admis en 2023-24 à la Chaire Grande Consommation</i>)	Rémy Gérin	30	Reserved	
	Tuesday	09:00-12:00	107	MOPP31100	s.1	Management Supply Chain	Philippe-Pierre Dornier	35		
Chair	Tuesday	13:15-19:30	110	CPTO31408	s.1	Séminaire de Chaire Talents (<i>Réservé aux étudiants admis en 2023-24 à la chaire Talents de la transition écologique</i>)	Alexis De La Tour Du Pin	30	Reserved	
ENG (P)	Tuesday	13:15-16:15	108	CPTC31247	s.1/2	<i>Financial Statement Analysis</i>	Mary Lee	30		
ENG (P)	Tuesday	13:15-16:15	109	CPTC31247	s.2/2	<i>Financial Statement Analysis</i>	Xucheng Shi	30		
	Tuesday	13:15-16:15	111	DEVC31112	s.1	Enjeux éco. soc. & solidaire	Arthur Gautier	30		
ENG	Tuesday	13:15-16:15	112	DEVE31201	s.1	<i>Law & Entrepreneurship</i>	Marco Corradi	40		
Chair ENG	Tuesday	13:15-16:15	141	DEVE31401	s.1	<i>Chair Seminar Circular Economy (Reserved for the students admitted in 2023-24 on Circular Economy Chair)</i>	Pierre-Emmanuel Saint Esprit	35	Reserved	
	Tuesday	13:15-16:15	113	DEVN31130	s.1	Négociation, démocratie locale (<i>Priorité aux étudiants admis en 2023-24 à la chaire Economie Urbaine</i>)	Laurence De Carlo	30		
	Tuesday	13:15-16:15	114	DEVN31140	s.3/3	Atelier de négociation	Imen Benharda	30		
	Tuesday	13:15-16:15	115	DEVN31262	s.1	Atelier de médiation	Linda Benrais, Joseph Maïla	30		
ENG (P)	Tuesday	13:15-16:15	116	ECO31253	s.1	<i>International Economics</i>	Thomas Rowley	40		
(P)	Tuesday	13:15-16:15	117	FINE31252	s.1	Fusions et acquisitions	Francis Declerck	40		
ENG (P)	Tuesday	13:15-16:15	118	FINM31273	s.1	<i>Fixed Income</i>	Andras Fulop	50		
	Tuesday	13:15-16:15	119	IDSJ31138	s.1/2	Excel avancé (sur 10 semaines) Voir descriptif en annexe	Christophe Harrer	42		
	Tuesday	13:15-16:15	120	IDSJ31140	s.1/2	Excel avancé (sur 5 semaines) Voir descriptif en annexe	Christophe Harrer	30		
	Tuesday	13:15-16:15	121	MGTE31282	s.1	De la start-up à la PME	Gilles Lecointre	60		
ENG	Tuesday	13:15-16:15	122	MGTE31363	s.1	<i>New Venture Design & Planning</i>	Anne-Sophie De Gabriac	35		
ENG	Tuesday	13:15-16:15	123	MKGC31126	s.2/2	<i>Consumer insights (Previously: Consumer Behavior)</i>	Hunter Jones	35		
Chair ENG	Tuesday	13:15-16:15	124	MKGF31221	s.1	<i>Marketing Analytics (Reserved to students admitted in 2023-24 in Accenture Chair)</i>	Raoul Kübler	50	Reserved	
ENG	Tuesday	13:15-16:15	125	MKGS31215	s.1	<i>Understanding Food Consumer (Priority for students admitted in 2023-24 to to the Food Business Challenges Chair)</i>	Abdu Gnaba	40		
Chair ENG	Tuesday	13:15-16:15	126	MKGS31403	s.1	<i>New Beauty Insights (Reserved for students admitted in 2023-2024 to the Essec Beauty Chair)</i>	Marc Mazodier, Cynthia Decant, Pascal Pollet	25	Reserved	
Chair ENG	Tuesday	13:15-16:15	127	MKGS31471	s.1	<i>LVMH Chair Seminar: Fundamentals of Luxury (Reserved to students admitted in 2023-24 to the LVMH Chair: Future of Luxury)</i>	Delphine Dion	50	Reserved	

Management

Tuesday

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
ENG	Tuesday	16:30-19:30	128	DEVD31137	s.1	<i>Corporate and Tax Law</i> Le manager global face aux décideurs publics	Marco Corradi	40		
NEW	Tuesday	16:30-19:30	129	DEVD31312	s.1	<i>A été programmé en séminaire de département DEVD31420 au T2 2022-23 crn 234</i> <i>Voir descriptif en annexe</i>	Jérôme Chartier	45		
(P)	Tuesday	16:30-19:30	130	FINE31254	s.1	Evaluation stratégique et financière des entreprises	Gerard Despinoy	48		
ENG (P)	Tuesday	16:30-19:30	131	FINM31261	s.1	<i>Portfolio Management</i>	Alexis Collomb	50		
ENG	Tuesday	16:30-19:30	132	IDSJ31139	s.1	<i>Advanced Excel (Over 10 weeks) See the description in appendix</i>	Christophe Harrer	42		
ENG	Tuesday	16:30-19:30	133	IDSJ31141	s.1	<i>Advanced Excel (Over 5 weeks) See the description in the appendix</i>	Christophe Harrer	30		
	Tuesday	16:30-19:30	134	MGTE31322	s.1	Retournement des entreprises	Daniel Sisso, Sophie Barbe	30		
ENG	Tuesday	16:30-19:30	135	MGTE31361	s.1	<i>Entrepreneurship</i>	Yann Cramer	30		
	Tuesday	16:30-19:30	136	MGTM31234	s.1	Management culturel	Martial Poirson	30		
	Tuesday	16:30-19:30	230	MGTP31206	s.3/3	Profils personnels et carrière	Alain Bernard	30		
ENG (P)	Tuesday	16:30-19:30	137	MGTS31265	s.1	<i>Corporate Strategy</i> <i>Two sessions: Saturday, February 10th 9am and 1h15pm</i>	Ha Hoang	30		

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Wednesday

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Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
(P)	Wednesday	09:00-12:00	138	CPTG31212	s.1	Gestion stratégique des coûts	Florence Cavelius	30		
	Wednesday	09:00-12:00	139	DEVC31114	s.1	Économie urbaine et régionale	Franck Vallerugo	35		
	Wednesday	09:00-12:00	140	DEVD31132	s.1	Fiscalité interne et inter'l	Fabien Fontaine et Intervenants	35		
Chair ENG	Wednesday	09:00-12:00	142	FINS31403	s.1	<i>Shaping the Future of Finance (Reserved for the students admitted in 2023-24 to the Shaping the Future of Finance Chair)</i>	Francis Declerck, Sofia Ramos	40	Reserved	
ENG	Wednesday	09:00-12:00	143	IDS31129	s.1	Database Management	Isabelle Comyn-Wattiau	26		
	Wednesday	09:00-12:00	144	IDS31138	s.2/2	Excel avancé (sur 10 semaines) Voir descriptif en annexe	Christophe Harrer	42		
	Wednesday	09:00-12:00	145	IDS31140	s.2/2	Excel avancé (sur 5 semaines) Voir descriptif en annexe	Christophe Harrer	30		
ENG	Wednesday	09:00-12:00	146	IDSS31161	s.1	Introduction to Econometrics	Roberto Reno	30		
	Wednesday	09:00-12:00	147	MGTM31214	s.1	Philosophie et commerce	Marc Grassin	25		
ENG	Wednesday	09:00-12:00	231	MGTP31207	s.1	Personality Styles and Careers	Alain Bernard	30		
	Wednesday	09:00-12:00	148	MGTP31210	s.1/2	Mise en scène du comportement	Serpentine Teyssier, Morgane Lombard	20		
ENG (P)	Wednesday	09:00-12:00	149	MGTS31279	s.1	Strategy Execution Was scheduled in: T2 2020-2021 CRN 171; T3 2020-2021 CRN 291; T1 2021-2022 CRN 109; 3 2021-2022 CRN 151.. See the descriptif in the appendix	Christian Berté	35		
ENG	Wednesday	09:00-12:00	225	MGTS31411	s.1	Smart Tech. For Food Business	Olivier Fourcadet	60		
ENG	Wednesday	09:00-12:00	151	MKGC31201	s.1	Building a Beauty Brand (Priority for students admitted in 2023-2024 to the Essec Beauty Chair	Anne-Sophie Sauvage, Cynthia Decant, Nassim Belhaq	45		
	Wednesday	09:00-12:00	152	MKGM31350	s.1	Politique de marketing (Priorité aux étudiants admis en 2023-24 à la chaire Grande consommation)	Loïc Danel	50		
Chair ENG	Wednesday	09:00-12:00	153	SANT31425	s.1	Different types of innovation (Reserved for the students admitted in 2023-24 to the Innovation in Health option of the Innovation and Health Chair)	Karine Lamiraud	35	Reserved	
ENG	Wednesday	13:15-16:15	154	CPRO31330	s.1	Managing in Complexity	Julien Malaurent	25		
	Wednesday	13:15-16:15	155	DEVC31304	s.1	Transition énergétique : enjeux	Laurence De Carlo	30		
	Wednesday	13:15-16:15	156	DEVD31114	s.1	Droit pénal, pénal des affaires et compliance	Hugues Bouthinon-Dumas et Intervenants	40		
ENG	Wednesday	13:15-16:15	157	DEVD31125	s.1	European Law, Policies & Citizens	Marco Corradi	40		
ENG (P)	Wednesday	13:15-16:15	158	FINE31128	s.1	Corporate Financial Management	Romain Boulland	55		
	Wednesday	13:15-16:15	159	IDS31210	s.1	Programmation VBA	Martin Aubard	35		
	Wednesday	13:15-16:15	160	MGTM31212	s.1	Gestion ressources humaines	Jean-Marie Peretti	40		
	Wednesday	13:15-16:15	161	MGTP31204	s.1	Ethique et décision	Marc Grassin	25		
	Wednesday	13:15-16:15	226	MGTP31210	s.2/2	Mise en scène du comportement	Serpentine Teyssier, Morgane Lombard	20		
	Wednesday	13:15-16:15	162	MGTS31268	s.1	Les fondements de la stratégie	Jean-Loup Moreau	50		
ENG	Wednesday	13:15-16:15	163	MKGF31209	s.1	Luxury Brand Development (Priority for students admitted in 2023 2024 to the LVMH Chair)	Delphine Dion	60		
ENG	Wednesday	13:15-16:15	164	MKGS31203	s.2/2	Digital Marketing Strategy	Raoul Kübler	40		
Chair ENG	Wednesday	13:15-16:15	165	MKGS31431	s.1	The World of Food Challenges (Reserved for the students admitted in 2023-24 to the Food Business Challenges Chair)	Frédéric Oble, Olivier Fourcadet	25	Reserved	
Chair ENG	Wednesday	13:15-16:15	166	SANT31427	s.1	Dimensions of health innovation (Reserved for the students admitted in 2023-24 to the Innovation in Health option of the Innovation and Health Chair)	Karine Lamiraud	35	Reserved	
NEW ENG	Wednesday	16:30-19:30	233	CPTO31421	s.1	Dpt Seminar in Mngt Control: The mind of the Sustainability Strategist: a gamification approach to ESG transformation (See the description in the appendix)	Adrian Zicari, Inigo Echeveste	30		
Chair	Wednesday	16:30-19:30	167	DEVC31408	s.1	Sém. chaire éco. urbaine (Réservé aux étudiants admis en 2023-24 à la Chaire Economie urbaine. Suivi obligatoirement sur T2 et T3 : 1 UV)	Franck Vallerugo	35	Reserved	
	Wednesday	16:30-19:30	168	DEVD31116	s.1	Contrat, concurrence & conso.	Louis Janicot, Viviane De Beaufort	40		
	Wednesday	16:30-19:30	169	DEVI31250	s.1	Montage d'op. immobilières	Bruno Girard	45		
ENG (P)	Wednesday	16:30-19:30	170	ECO31307	s.1	Digital Economics	Wilfried Sand	40		
Chair ENG	Wednesday	16:30-19:30	172	IDS31435	s.1	Chair Seminar: Growth & Profitability Drivers for New Tech Business Models (Reserved for students admitted in 2023-24 to Digital Disruption Chair)	Raphaëlle d'Ornano	45	Reserved	

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Management

Thursday

Thursday, April 4, 2024
Final Exam of Core Course

▼ Click on the course code to display the syllabus

Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Remaining seats	Place
	Thursday	09:00-12:00	173	DEVC31110	s.1	Acteurs publics	Edouard Dequeker	35		
	Thursday	09:00-12:00	175	MGTE31362	s.1	Lancer sa start-up	Anne-Sophie De Gabriac	30		
	Thursday	09:00-12:00	176	MGTE31404	s.1	Entrepreneuriat e-Business	Stephane Roder	30		
ENG	Thursday	09:00-12:00	177	MGTM31215	s.1	Philosophy and Trade	Sara Mandray	25		
NEW ENG	Thursday	09:00-12:00	178	MGTS31253	s.1	Strategy in the Age of AI <i>See the description in appendix</i>	Maciej Workiewicz	40		
ENG (P)	Thursday	09:00-12:00	179	MGTS31263	s.1	Competitive Strategy	Olivier Fourcadet	36		
ENG	Thursday	09:00-12:00	180	MKGF31201	s.1	Integrated Marketing Communication (Previously: Advertising)	Dorothee Sidokpohou	45		
	Thursday	09:00-12:00	181	MKGM31353	s.1	Partenariat Carrefour-Danone (Priorité aux étudiants admis en 2023-24 à la chaire Grande consommation)	Rémy Gérin	50		
Chair	Thursday	09:00-12:00	182	SANT31421	s.1	Systèmes de santé (1/2) (Réservé aux étudiants admis en 2023-24 à l'option Systèmes de Santé de la Chaire Innovation et Santé)	Karine Lamiraud	30	Reserved	
	Thursday	09:00-16:15	183	MKGF31230	s.1	Création de produit innovant 1 (suivi obligatoirement sur 2 trimestres. MKGF31230 (T2), MKGF31232 (T3) : 3 UV. Candidature : www.moncpi.com)	Yann Cramer	25	Reserved	Extérieur
Chair	Thursday	09:00-16:15	184	MKGF31232	s.1	Création de produit innovant 2 (Réservé aux étudiants inscrits au 1er trimestre. Obligatoirement sur 2 trimestres : MKGF31230 (T1), MKGF31232 (T2) : 3 UV)	Yann Cramer	25	Reserved	Extérieur
Core C. (P)	Thursday	13:15-16:15	185	CPTC31124	s.4/5	Info comptables et financières (Examen final : samedi 6 avril à 9h)	Marie-Paule Labreur	40		
Core C. ENG (P)	Thursday	13:15-16:15	186	CPTG31149	s.4/5	Management Control (Final exam: Saturday, April 6th, 1h15pm)	Yosra Aleahmad	40		
ENG	Thursday	13:15-16:15	187	DEVN31141	s.2/2	Negotiation Workshop	Séverine Lebrun-Kuan	30		Online course
Core C. ENG (P)	Thursday	13:15-16:15	188	FINE31123	s.1/2	Principles of Finance	Elise Gourier	90		
Core C. (P)	Thursday	13:15-16:15	189	FINE31124	s.1/2	Fondements de la finance	Laurence Daures	90		
(P)	Thursday	13:15-16:15	190	FINE31126	s.1	Finance d'entreprise	Clement Pasquier-Desvignes	50		
Core C. (P)	Thursday	13:15-16:15	191	IDSJ31134	s.2/2	Mgt de l'IT à l'ère numérique	Nom à confirmer	45		
Chair ENG	Thursday	13:15-16:15	192	MGTP31451	s.1	Chair Seminar - Leading at Scale (Reserved to students admitted in 2023-24 to Leading a Scale Up Chair)	David Sluss	30	Reserved	
Core C. (P)	Thursday	13:15-16:15	193	MKGM31128	s.2/3	Marketing management Une séance samedi 10 fév 9h et une séance samedi 16 mars à 13h15	Long Bernard Hoang	50		
Core C. ENG (P)	Thursday	13:15-16:15	194	MKGM31129	s.4/4	Marketing Management	Camilla Zallot	50		
Chair	Thursday	13:15-16:15	195	SANT31422	s.1	Systèmes de santé (2/2) (Réservé aux étudiants admis en 2023-24 à l'option Systèmes de Santé de la Chaire Innovation et Santé)	Karine Lamiraud	30	Reserved	
Core C. (P)	Thursday	16:30-19:30	196	CPTC31124	s.5/5	Info comptables et financières (Examen final : samedi 6 avril à 9h)	Marie-Paule Labreur	40		
Core C. ENG (P)	Thursday	16:30-19:30	197	CPTC31125	s.3/3	Finl Accounting & Reporting (Final exam: Saturday, April 6th 1h15pm)	Anastasios Elemen	80		
Core C. (P)	Thursday	16:30-19:30	198	CPTG31148	s.3/4	Contrôle de gestion (Examen final : samedi 6 avril à 13h15)	Antoine Van Der Elst	40		
Core C. ENG (P)	Thursday	16:30-19:30	199	CPTG31149	s.5/5	Management Control (Final exam: Saturday, April 6th 1h15pm)	Yosra Aleahmad	40		
ENG (P)	Thursday	16:30-19:30	200	FING31115	s.1	Energy & C Markets & Products (In common with specialized masters)	Sami BIASONI	50		
Chair ENG	Thursday	16:30-19:30	201	MGTE31431	s.1	Chair Seminar - Organizing for Scale-Ups (Reserved to students admitted in 2023-24 to Leading a Scale Ups Chair)	David Sluss	30	Reserved	
Chair ENG	Thursday	16:30-19:30	202	MGTM31407	s.1	Leadership & Diversity Chair (Reserved to students admitted in 2023-24 to Leadership and Diversity Chair. Should be taken in T2 et T3 : credits 1 UV)	Junko Takagi	25	Reserved	
Core C.	Thursday	16:30-19:30	203	MGTP31100	s.1/2	Individus et organisations	Emmenuelle Guedj	40		
Core C. ENG	Thursday	16:30-19:30	204	MGTP31101	s.3/3	People and Organizations	Sapna Rema Hari (Name to be confirmed)	40		
Core C. (P)	Thursday	16:30-19:30	205	MKGM31128	s.3/3	Marketing management Une séance samedi 10 fév 13h15 et une séance samedi 16 mars à 16h30	Long Bernard Hoang	50		

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Management

Friday

Saturday, April 6 2024
 Final Exam of Core Courses
 9am: CPTC31124/31125 Finl Accounting & Reporting
 1:15pm: CPTG31148/31149 Management Control

▼ Click on the course code to display the syllabus

Comments	Day	Time	CRN	Course Code	Sect.	Course Title	Teacher	Seats	Reamaining seats	Place
Core C. (P)	Friday	09:00-12:00	207	CPTG31148	s.4/4	Contrôle de gestion (Examen final : samedi 6 avril 13h15)	Bruno Cazenave	40		
	Friday	09:00-12:00	208	DEV31208	s.1	Urbanisme et aménagement	Delphine Balde	35		
Core C. ENG (P)	Friday	09:00-12:00	209	ECO31143	s.2/3	<i>Business Economics</i>	Gosia Majewska	80		
Core C.	Friday	09:00-12:00	210	MGTP31100	s.2/2	Individus et organisations	Nom à confirmer	40		
Core C.	Friday	09:00-12:00	211	MGTS31102	s.1/2	Stratégie et management	Olivier Fourcadet	45		
Core C.	Friday	09:00-12:00	212	MGTS31102	s.2/2	Stratégie et management	Philippe Kahn-Salmon	45		
(P)	Friday	09:00-12:00	213	MGTS31404	s.1/2	Pratique conseil en stratégie (Paris)	ADVANCY	40		Paris
(P)	Friday	09:00-12:00	214	MGTS31404	s.2/2	Pratique conseil en stratégie	Cabinets de Conseil	40		
Chair ENG	Friday	09:00-12:00	215	SANT31429	s.1	<i>Actors in Health Innovation (Reserved for the students admitted in 2023-24 to the Innovation in Health option of the Innovation and Health Chair)</i>	Karine Lamiraud	35	Reserved	
Filière	Friday	13:15-19:30	216	DEVD31232	s.1	Cursus Droit – Droit civil 1 (Réservé aux étudiants admis à la filière Droit : 2 UV ; TD de 16h30 à 19h30)	Scarlett-May Férrie	50		
Core C. ENG (P)	Friday	13:15-16:15	217	ECO31143	s.3/3	<i>Business Economics</i>	Jérôme Pouyet	80		
Core C. ENG (P)	Friday	13:15-16:15	218	FINE31123	s.2/2	<i>Principles of Finance (Final exam: Thursday, April 4th 9am)</i>	Elise Gourier	90		
Core C. (P)	Friday	13:15-16:15	219	FINE31124	s.2/2	Fondements de la finance (Examen final : Jeudi 4 avril à 9h)	Laurence Daures	90		
ENG	Friday	13:15-16:15	220	FINM31213	s.1	<i>Agri-food Commodity Markets (In common with specialized masters)</i>	Francis Declerck	40		
ENG	Friday	13:15-16:15	228	IDSS31165	s.1/2	<i>Business Data Science</i>	Marion Cabrol	30		
Chair ENG	Friday	13:15-16:15	229	IDSS31165	s.2/2	<i>Business Data Science (Reserved for the students admitted in 2023-24 to the Accenture Strategic Business Analytics Chair)</i>	Jeroen Rombouts	60	Reserved	
ENG	Friday	13:15-16:15	221	MKGS31469	s.1	<i>Luxury Retail Management</i>	Denis Morisset	80		
Chair	Friday	13:15-16:15	222	SANT31423	s.1	Marketing des produits pharma (Réservé aux étudiants admis en 2023-24 à l'option Systèmes de Santé de la Chaire Innovation et Santé)	Karine Lamiraud	30	Reserved	
ENG (P)	Friday	16:30-19:30	223	FINM31165	s.1	<i>Financial Markets</i>	Rachid Id Brik	50		

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CPTO31421 Department Seminar

The mind of the Sustainability Strategist: a gamification approach to ESG transformation

Adrian Zicari

Wednesday 4h30pm – CRN 233

There is no doubt that Sustainability is the challenge of our times. While companies in the past could afford to do some isolated good deeds, nowadays higher regulation, reputational risk, customer and investor pressures push companies to faster transformation. However, top managers struggle to connect, to link, to integrate sustainability policies with corporate strategy. They risk "ticking-the-box", by investing in some expensive but unconnected programs while continuing doing business as usual. This should not be the case of ESSEC graduates!

In this Seminar, we propose a pedagogical experience that integrates from the very beginning CSR & Sustainability issues with corporate strategy, with the help of a business simulator widely used in US schools. In this "world première", we are going to test a pilot version that fully connects sustainability variables with other decision variables and corporate results. In a nutshell:

- You are going to work in teams, learning to put together your management knowledge
- You are going to integrate CSR & Sustainability with Strategy, in a seamless way
- All this in a completely innovative way, testing a sophisticated simulation version which is not yet in the market

Want to see with your own eyes? https://youtu.be/_9wtch2YJw

Our previous experience was prized with the Daniel Tixier award for Pedagogical Innovation 2023.

At least three of these sessions will be face-to-face, the rest will be online.

Professors Iñigo Echeveste and Adrián Zicari

New course

DEVD31312 Le manager global face aux décideurs publics

Jerôme Chartier

Mardi 16h30 – CRN 129

a été programmé en séminaire de département DEVD31420 au T2 2022-23 crn 234

Cet enseignement vise à permettre aux managers d'évoluer avec succès dans des environnements politiques, culturels et sociaux différents et aux règles et mœurs parfois sans rapport avec le modèle occidental.

Il apportera aux étudiants assidus les clés de compréhension pour interagir tant avec les pouvoirs publics que les autorités secondaires et les influences diverses pour s'implanter, obtenir des autorisations, décrocher des marchés, régler des conflits, faire face à l'imprévu, etc.

Autrefois, ces savoirs, savoir-faire et savoir-être s'apprenaient sur le terrain et se communiquaient d'un manager à l'autre. Aujourd'hui, le manager est davantage livré à lui-même et doit être efficace très rapidement.

Pour lui éviter de limiter la « navigation en terre inconnue », Cet enseignement a le triple objectif :

1/ appréhender les subtilités de l'exercice du pouvoir à partir de l'étude des systèmes de gouvernance publics dans 7 pays du monde : Etats-Unis, Chine, Russie, Allemagne, Mexique, Emirats Arabes Unis, Côte d'Ivoire (filiales et recrutement des dirigeants, cultures du pouvoir particulières...).

2/ appréhender le fonctionnement des institutions multilatérales à travers l'analyse de trois institutions multilatérales : l'Union européenne, l'ONU et le G20.

3/ favoriser un apprentissage par la mise en situation et le travail en groupe.

IDS131138 Excel avancé pour les managers / IDS131139 Advanced Excel for Managers

Over 10 weeks

Christophe Harrer

IDS131138 Excel avancé pour les managers (sur 10 semaines)

CRN 119 mardi 13h15

CRN 144 mercredi 9h :

Les managers du monde entier utilisent Excel au quotidien et passent de nombreuses heures à le faire. Ce cours enseigne les techniques avancées qui vous feront gagner des heures et vous permettront de créer efficacement des analyses éclairantes avec Excel. S'agissant d'un cours "avancé", il nécessite des connaissances préalables sur le sujet (avoir suivi un cours d'introduction ou de remise à niveau sur Excel avant celui-ci).

Le cours comprend deux parties : cinq séances sont dispensées en ligne de manière asynchrone, permettant aux étudiants de progresser à leur rythme. La partie en ligne asynchrone du cours se concentre sur les concepts et techniques Excel, avec des applications à de courts exercices. Elle est complétée par des webinaires de questions-réponses. Cinq sessions sont enseignées en présentiel, axées sur l'application des concepts et techniques d'Excel à des cas de gestion réalistes (pédagogie inversée).

Dans le format sur 10 semaines, les étudiants peuvent consacrer la première moitié du trimestre à la partie en ligne asynchrone du cours, avant les cinq séances en présentiel avec le professeur, qui ont lieu pendant la seconde moitié du trimestre.

IDS131139 Advanced Excel for Managers (over 10 weeks)

CRN 132 – Tuesday 4h30pm

Managers use Excel daily all over the world and spend countless hours doing so. This course teaches the advanced techniques that will save you hours and make it possible to create insightful analyses with Excel very efficiently. Since this is an "advanced" course, it requires prior knowledge on the topic (i.e., having taken an introductory or refresher course on Excel before this one).

The course comprises two parts: five sessions are taught online asynchronously, enabling students to progress at their own rhythm. The asynchronous online part of the course focuses on the Excel concepts and techniques, with applications to short exercises. It is completed with Q&A webinars. Five sessions are taught in person, focusing on applying the Excel concepts and techniques to realistic management cases (flipped learning).

In the 10-week format, the students can dedicate the first half of the trimester to the asynchronous online part of the course, before the five in-person sessions with the professor, which take place during the second half of the trimester.

IDS131140 Excel avancé pour les managers / IDS131141 Advanced Excel for Managers

Over 5 weeks

Christophe Harrer

IDS131140 Excel avancé pour les managers (sur 5 semaines)

CRN 120 – mardi 13h15 :

CRN 145 – mercredi 9h :

Les managers du monde entier utilisent Excel au quotidien et passent de nombreuses heures à le faire. Ce cours enseigne les techniques avancées qui vous feront gagner des heures et vous permettront de créer efficacement des analyses éclairantes avec Excel. S'agissant d'un cours "avancé", il nécessite des connaissances préalables sur le sujet (avoir suivi un cours d'introduction ou de remise à niveau sur Excel avant celui-ci).

Le cours comprend deux parties : cinq séances sont dispensées en ligne de manière asynchrone, permettant aux étudiants de progresser à leur rythme. La partie en ligne asynchrone du cours se concentre sur les concepts et techniques Excel, avec des applications à de courts exercices. Elle est complétée par des webinaires de questions-réponses. Cinq sessions sont enseignées en présentiel, axées sur l'application des concepts et techniques d'Excel à des cas de gestion réalistes (pédagogie inversée).

Dans le format sur 5 semaines, les cinq séances en présentiel avec le professeur ont lieu au cours de la première moitié du trimestre. Les étudiants progressent également sur la partie en ligne asynchrone du cours sur cette période de 5 semaines. Ils doivent s'assurer qu'avant chaque session en présentiel, ils ont couvert le matériel en ligne requis pour cette session. Avant la première session en présentiel, ils doivent avoir couvert les deux premières sessions du matériel en ligne. Ils doivent avoir terminé les deux suivantes avant la deuxième semaine et la dernière avant la troisième semaine. La partie en ligne asynchrone du cours sera mise à disposition des étudiants au moins une semaine avant la première session en présentiel.

IDS131141 Advanced Excel for Managers (over 5 weeks):

CRN 133 - Tuesday 4h30pm

Managers use Excel daily all over the world and spend countless hours doing so. This course teaches the advanced techniques that will save you hours and make it possible to create insightful analyses with Excel very efficiently. Since this is an "advanced" course, it requires prior knowledge on the topic (i.e., having taken an introductory or refresher course on Excel before this one).

The course comprises two parts: five sessions are taught online asynchronously, enabling students to progress at their own rhythm. The asynchronous online part of the course focuses on the Excel concepts and techniques, with applications to short exercises. It is completed with Q&A webinars. Five sessions are taught in person, focusing on applying the Excel concepts and techniques to realistic management cases (flipped learning).

In the 5-week format, the five in-person sessions with the professor take place during the first half of the trimester. The students also progress on the asynchronous online part of the course over this 5-week period. They should make sure that before each in-person session, they have covered the online material required for this session. Before the first in-person session, they should have covered the first two sessions of the online material. They should have completed the next two before the second week and the last before the third week. The asynchronous online part of the course will be made available to the students at least one week before the first in-person session.

MGT31241 Managing Business Networks

Elisa Operti

From 19 to 23 February 2024 – CRN 46

Effective management of business relations and networks of individuals, groups, organizations, and industries.

The ability to exercise power and influence through networks. Deep understanding of the origins, evolution, and outcomes of networks, and by developing your social and emotional intelligence. Skillful use of new media, such as Facebook and LinkedIn, in pursuit of business objectives.

New course

MGTS31253 Strategy in the Age of AI

Maciej Workiewicz

Thursday 9am – CRN 178

Discover how Machine Learning (ML) and Artificial Intelligence (AI) are revolutionizing the business world, transforming industries, companies, and jobs. This course explores how AI-driven technologies create new opportunities and challenges for businesses while changing the strategic landscape and rules of competition.

Learn essential business strategy concepts and see how they connect with and benefit from new AI technologies. The course is intended to give you an edge over those with only data analytics knowledge by connecting analytics with strategic decision-making. You will engage in a mix of lectures, group exercises, and case studies to understand how companies navigate the opportunities and threats posed by automation, AI, and ML technologies. No prior programming or data science knowledge is needed, as we will discuss the necessary concepts in class. This course aims to empower you to work intelligently with data scientists, unlocking the potential of AI and ML for strategic decision-making. This course is particularly recommended for those considering strategic consulting, data business analytics, entrepreneurship, and general managerial positions.

MGTS31279 Strategy Execution

Christian Berté

Course coordinator: Olivier FOURCADET, ESSEC Professor

Wednesday 9am – CRN 149

This course was scheduled under the codification of department seminar MGTS31421

Was scheduled in T2 2020-2021 CRN 171 - T3 2020-2021 CRN 291 –T1 2021-2022 CRN 109 - T3 2021-2022 CRN 151.

This course will provide you with case studies to experience when leaders either succeeded or failed to deliver the defined strategy.

We will cover how Leaders deploy their strategy and explore the inevitable link between strategy and execution, focusing on the customers and employees to develop a trusting environment, sustainable and societal impact:

- How did Leaders align the strategy to the Operations Execution?
- Which is the link between leadership principles / values, tools, and actions.
- How leaders communicate and translate into plans for rapid organization, adaptation, and creation of a new culture through the digital era with process and data.
- The 4 pillars to understand: clarified decision rights and improve the flow of information, structures, and motivators.

With a former International Executive, the participants will review and discuss in class the existing business situations that Leaders have faced.

Through your active participation, you will, as the leaders, evaluate the situation and problem, debate on the causes, and build ideas and recommendations for the course of actions and expected results. You will be actively taking part, exchanging, and building knowledge. This experience shall prepare you for your future executive responsibilities.

Each session is based on your PowerPoint presentation and one case study. The final exams 2 sessions will be a debate between a CEO team and a leadership team. Finally, you will submit your personal key lessons and takeaways.

A strategy is winning only when well executed.

Note: *If you have already taken a topic of Department Seminar, and you want to pursue another topic of the same Department Seminar in 2022-2023, you must complete a Permit form: [Msc program center](#) >> [Useful documents](#) >> [Permit form](#)*

New course

MGTS31323 Strategy Business Simulation

Maciej Workiewicz

From 8 to 12 January 2024 – CRN 24

In the age of AI it is more important than ever to have an intuitive understanding of key business principles. This course is designed to strengthen your understanding of key concepts of strategy and how marketing, accounting, finance, and operations fit together to produce superior performance. Through interactive classroom discussions and engaging computer simulation, you and your teammates will face off against rival groups in a dynamic, virtual setting.

This course will help you develop a unique strategic mindset and master the art of problem-solving in high-pressure, team-oriented scenarios. You will learn how to accurately assess competitive situations, craft guiding principles, and implement effective actions that support your chosen strategy. Prepare for some intense moments, but know that the experience will be invaluable and far better than learning from failure when your job and career are on the line. Building on your existing knowledge, this course emphasizes the application of strategic theory to create a sustainable advantage and enhance teamwork. Get ready to dive into data analysis and use your findings to devise powerful strategies that will propel your team to victory in the competitive landscape.

This course is particularly recommended for those considering strategic consulting, data business analytics, entrepreneurship, and general managerial positions. In addition, it will help you prepare for the case interview by practicing diagnosing the strategic and operational performance of a business.