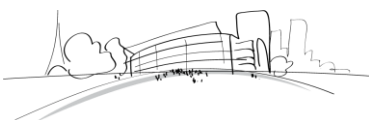
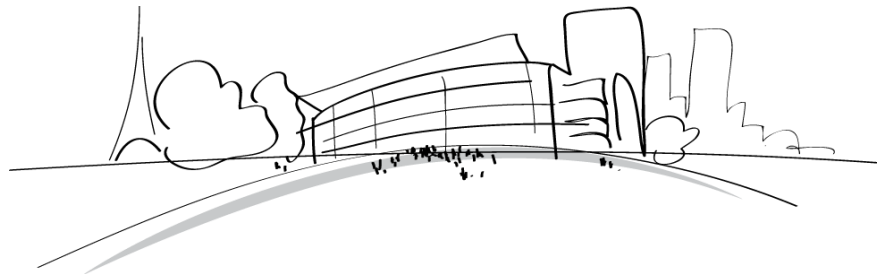


# COURSES IN ENGLISH 2011-2012 1ST SEMESTER



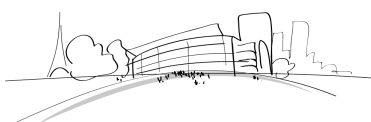
# COURSES IN ENGLISH

## FOR THE ACADEMIC YEAR 2011-2012

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*Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)*



## SEMESTER I

# Growth Theory

IOLSO4					
Course Title	Semester	Subject	Hours <i>per week</i>	Duration <i>weeks</i>	DFR
Growth Theory	1 <sup>st</sup> Semester	Economics	1h30	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Jean François Jacques, Senior Lecturer	Continuous assessment and final exam			3	L3

**Language:**  
English

**Objectives:**

This course will introduce students to growth theory (in the short and in the long run) in order to allow them to understand short run fluctuations and long-run economic trends. The IS-LM and AS-AD models are successively presented with cases studies. Exercises are also solved. Then, growth theories are presented : the Solow growth model and the Romer endogenous growth models to explain the sub-optimality of growth process, and the remarkable heterogeneity of growth patterns among countries.

**Course Description:**

IS-LM and AS AD models.

Students will learn exogenous (Solow's model, optimal growth model) and endogenous growth models (Romer's models).

**Prerequisites:**

Basic knowledge of microeconomics (general equilibrium theory).

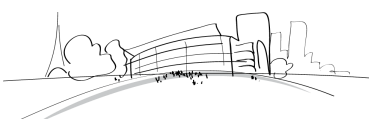
**Texts Used:**

BARRO, R. and SALA I Martin, X. (1995) Economic growth; McGraw-Hill.

JONES, C.I. (1998) Introduction to economic growth; W.W. Norton and Company; Inc, New York, London.

MANKIW, N.R. (1992) Macroeconomics; Worth Publisher, New York.

ROMER. C. (1996) "Advanced Macroeconomics", Mc Graw-Hill.



# International Business Ethics

IOLSO6					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
International Business Ethics	1 <sup>st</sup> Semester	Economics	3h	13h	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
R. Oren	Continuous assessment 50%, final exam 50%.			6	L3

**Language:**

English

**Objectives:**

To involve students in developing reflective ethical reasoning in real-world scenarios and to expand their analytical approaches to the foundations and processes of ethical decisions.

**Course Description:**

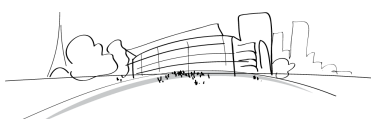
The course will use real-world examples to explore the ethical dilemmas, and possible solutions, that present themselves in the modern international business environment.

**Prerequisites:**

None

**Texts Used:**

CHRYSIDES G. & KALER J.: Introduction to Business Ethics, Chapman & Hall, 1993.  
 DAVIES P.: Current issues in Business Ethics, Routledge, 1997  
 CANNON, T.: Corporate Responsibility: A Textbook on business Ethics, Governance, Environment. Roles and Responsibilities, Pitman, 1994



# Strategic Management I



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M4GMA10A					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Strategic Management	1 <sup>st</sup> Semester	Economics	3	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Stéphanie DAMERON	Continuous assessment and final exam		Teaching methods suited to the discipline, which combine theory and practice	6	M1

**Language:**  
English

**Objectives:**

In contrast to the necessarily more specialized viewpoints of other required courses, "Strategic Management" takes an integrated approach to corporate functions, emphasizing and evaluating their interdependence. The aim of the course is to examine all aspects of corporate life including the techno-economic and socio-cultural dimensions.

**Course Description:**

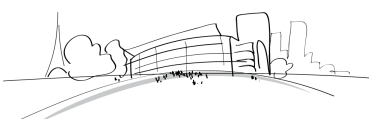
- Module 1: Corporate and strategic management: the concept of strategy, the strategic approach, strategic management in practice.
- Module 2: Analysis of corporate environment. Resources, core competences and strategic capacity. Goals and responsibilities within an organization.
- Module 3: Strategic choices: Criteria for strategic choices. Strategic options. Strategic evaluation, strategy selection.

**Prerequisites:**

(+) 3 years of study

**Texts Used:**

SCHOLES, Kevan and JOHNSON, Gerry; Exploring Corporate Strategy. Editions Publi-Union for the French Language: edition.



# Energy and network economics



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M4EAP64					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Energy and network economics	1 <sup>st</sup> Semester	Economics Regulation of Network Industries: international corporate strategies	3	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Patrice Geoffron	Continuous Assessment: 50%, Final exam: 50%		Lectures – discussions of in class presentations.	6	M1

## Language:

English

## Objectives:

- To introduce students to new paradigms in the organization of network industries.
- To look at the liberalization of European network industries and learn about regulation and the new economy.

## Course Description:

Market liberalization puts into question the current structures of network industries, which have traditionally been publicly owned or vertically integrated. These naturally monopolistic industries are now being regulated using new and more complex procedures.

European networks such as telecommunications, electricity, natural gas, and postal services are in the process of being liberalized, specifically, following European Union directives, and generally, through the goal of the European Union to build a barrier-free single market. In many European countries these industries have traditionally been operated by vertically integrated state-owned monopolies. Today, this monopolistic model is being contested, and following European economic logic, competition is being introduced wherever it is possible. An industry such as electricity, which used to be a low-risk, state-controlled, vertically integrated, and monopolistic, is becoming risky, competitive, private and international. To monitor these changes, independent regulatory authorities are being set up and new mechanisms are appearing.

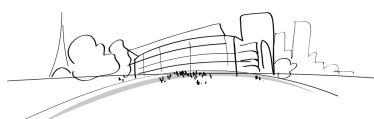
Physical markets tend to create price volatility, therefore risk. Risk calls for the development of financial markets with the appropriate risk coverage instruments. The New Economy (i.e. the Internet economy), which uses many new technologies in information and communication, accelerates the liberalization process and increases the transformation of all aspects of economies. Networks are at the core of the New Economy.

## Prerequisites:

None

## Texts Used:

D. YERGIN & J. STANISLAW: "The commanding Heights" – Simon & Schuster 2000  
C. HENRY – M. MATHEU – A. JEUNEMAITRE: "Regulation of Network utilities. The European Experience"  
Oxford University Press 2001



# Company Culture

IOLS18					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Company Culture	1st		3	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Richard Oren				6	

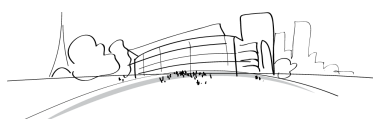
**Language:** English

**Objectives:** To develop student insight into the operative properties and functionalities of company culture and improve their ability as future managers to analyze, organize and empower values within companies.

**Course Description:** This course affords the opportunity to study the influence of culture within organizations as a factor of social identification with notable effects on belief systems and company behavior. Company culture will be examined with respect to the organizational structuring of corporate authority and the granting of perceived legitimacy conducive to empowerment and commitment to objectives. Values and constructs of significance and symbolization will be contrasted and evaluated within select reference systems. Cultures will be analyzed regarding their propensity for organizational effectiveness and economic efficiency or as coordinators of logical coherence with intrinsic psychosocial utility.

**Prerequisites:** International exchange students or Dauphine students with an advanced level of English fluency.

**Texts Used:** Alvesson, M. (1993), *Cultural Perspectives on Organisations*, Cambridge, England: Cambridge UP.  
 Burack, E. H. (1991), "Changing the Corporate Culture - The Role of Human Resource Development", *Long Range Planning*, 24(1) pp88-95  
 Davenport, T. H. (1993), *Process Innovation - Reengineering Work through Information Technology*, Cambridge, Mass: Harvard Business School Press  
 Hofstede, Geert (1991). *Cultures and Organizations, Software of the Mind*.  
 James, L. R., James, L. A., and Ashe, D. K. (1990), "The Meaning of Organisations: The Role of Cognition and Values" In: Schneider, B. (ed.), *Organizational Climate and Culture*, Oxford: Jossey-Bass  
 Morgan, G. (1993), "Organizations as Political Systems" In: Maybe, C. & Mayon-White, B. (eds.), *Managing Change* (2 ed.), London: Paul Chapman, pp212-217



# Pop Art



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

IOMS02					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Pop Art	1 <sup>rst</sup>	Language	3h	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Béatrice Trotignon, senior lecturer	Oral presentations, participation and group works, essays	Limited places for exchange students	inscription limitée à 5 inscrits pour les étudiants internationaux	6	M1

## Language:

Anglais

## Objectives:

To introduce students to American popular culture and Pop Art from 1956 to 1970 and its influence on American culture and society. Improve writing and speaking skills in English ; improve the expression of argumentation and value judgment

## Course Description:

The course will explore a selection of Pop Art works, films and literary texts that focused on the new consumer society and used it as their subject.

We will examine the materials they used and the styles of their creations, and whether the artists chose to celebrate or criticize their newfound muse. We will study the Pop Art approach, which was centered on the place, the value and the representation of objects and images, of objects in a historic and aesthetic context (consumer objects, found objects, modern icons and myths, signs of modernity and utopia, techniques of a mass produced art through the idiom advertisement, cartoon, silkscreen painting, collages, junk arts).

## Prerequisites:

Intermediate level in English is recommended

## Texts Used:

Pop Art works by Hamilton, Lichtenstein, Wesselmann, Rosenquist, Warhol, Rauschenberg, Indiana, Segal/Critical texts by art historians, philosophers ; interviews of artists/Film excerpts (Barbarella, Pollock, Factory Girl)/Literary excerpts (Beat Generation, Barthelme)/General sources referred to in Class

Klaus Honnef, Pop Art, Taschen, 2004./David McCarthy, Pop Art, London, Tate Publishing, 2000. Les Années Pop 1956-1968, catalogue de l'exposition mars-juin 2001 au centre Georges Pompidou, Editions du Centre Pompidou, Paris, 2001./Pop Art 1955-1970, exhibition catalogue, 1985./American Art in the XXth century, Prestel, Munich, 1993./Kirk Varnedoe & Adam Gopnik, High and Low: Modern Art and Popular Culture, Museum of Modern Art, New York, 1991./Made in USA: An americanization of modern art: the 50s and 60s, Berkeley, California, 1987./Pop Art — A Critical History, edited by Steven Henry Madoff, Berkeley, University of California Press, 1997./Lucy R. Lippard, Pop Art, Thames & Hudson, London, 1966./Mamiya, Christin, Pop Art and consumer culture : Amercian Super Markert, Austin,, University of Texas Press, 1992/Whiting, Cecile, A Taste for Pop: Pop ARt, Gender and Consumer Culture, Cambridge University Press, 1998./Art Press n°266, dossier sur « Les années pop »./Further Bibliography on Warhol given in class for oral presentations



# History of Economic Thought

IOMS01					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
History of Economic Thought	1 <sup>st</sup> Semester	Economics	3	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Professor Jan H. Keppler	Short paper 50 %, final exam 50 %.			6	M1

**Language:**  
English

**Objectives:**

To provide an overview of the development of economic thought from its beginning to the present day.

**Course Description:**

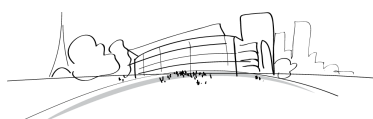
One can think of the history of economic thought as a process of growing refinement in formulating verifiable conclusions based on clearly stated hypotheses. Alternatively, one can think of it as a series of imperfect attempts to pursue such a scientific approach to social phenomena in different historical circumstances. Without favoring one approach over the other, the course will trace the development of economic thought from its origins with Aristotle to the major building blocks of modern economics. Major elements of the course are scholastic economic thought, the mercantilists, the physiocrats, Smith and the classical economists, the critique of economic liberalism, the marginalists, Marshall, institutional economics and Keynes. The course will present a number of basic concepts that are part of modern economics, when appropriate

**Prerequisites:**

Introductory micro and macro are helpful but not an absolute must.

**Texts Used:**

- Aristotle, The Politics, Penguin Classics, Book I, Ch. 8 – 11.
- F. Quesnay, “Analyse de la formule arithmétique du tableau économique” in Quesnay, Physiocratie, Flammarion
- A. Smith, The Wealth of Nations, Univ. of Chicago Press, Ch. 1-7
- L. Walras, éléments d'économie politique pure, Economica, Lectures 3, 5 and 10
- Th. Veblen, Theory of the Leisure Class, Dover Thrift Editions, Ch. 3 and 4
- A. Marshall, Principles of Economics, Prometheus Books, Book IV, Ch. 3 and 11 and Book V, Ch. 5, 8 and 11.
- J. M. Keynes, The General Theory of Employment, Interest and Money, Prometheus Books, Ch. 3.
- The New Palgrave, Dictionary of Economics, 4 vols. Edited by P. Newman, J. Eatwell and M. Milgate, Macmillan, author entries.



# Anglais



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

L3GABAN					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Anglais	1 <sup>st</sup> Semester	Language	1h30	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Mickaël Riccioli	Course work (40%), final exam (30%)		Coursework	3	L3

## Language:

English

## Objectives:

This course aims to enhance the students' knowledge of a range of professional business concepts, enabling them to enter the workplace with a fuller command of the necessary job skills. These include both written (e.g. business letters, CVs) and oral (comprehension and expression). The focus will be on written skills during the first semester and on oral skills during the second.

## Course Description:

Emphasis will be on written skills: written expression with CVs, cover letters and business letters (letter of enquiry, order, follow up letter, complaint); written comprehension such as concerns the study of articles or lexical exercises on the theme of companies (structure, personnel and industrial relations).

In-course studies will be based on the study of a business book covering the topics of: types of business, management, motivation, industrial relations, recruitment, selection and training, communication, business documents, essential principles of business, location, size and growth, money and banking, finance for business, business accounts, international trade.

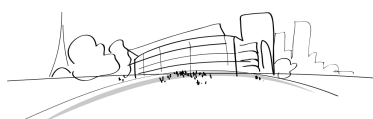
Also included will be a grammar review of fundamental points and an elaborate business vocabulary.

## Prerequisites:

ONLY FOR NON-NATIVE SPEAKERS

Advanced level of English

## Texts Used:





# American Civilisation

Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

L21S103					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
American Civilisation	1st	Culture/civilization	1h 30	25	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Geraldine CHOUARD	Continuous assesment (oral and written work) + final exam			3	L1

**Language:**  
English

**Objectives:**

The course is designed to acquaint the students with American institutions, culture and politics from a historical perspective, in order to understand the complex identity of the Unites States.

**Course Description:**

The course combines a descriptive and analytical approach of central features of the American society, through a chronological presentation of the development of national institutions, politics, social life and culture. It is intended to allow students to express their responses to American culture and to encourage discussion. One oral presentation requested for each student over the academic year.

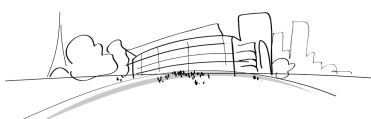
Various types of material will be used (texts, films and other visual documents).

**Prerequisites:**

ONLY FOR NON-NATIVE SPEAKERS  
Upper intermediate level in English

**Texts Used:**

- David MAUK and John OAKLAND American Civilization. An Introduction.
- David McKAY American Politics and Society (3rd ed.)
- Douglas TALLACK Twentieth Century America
- Marie Christine PAUWELS, Civilisation des Etats Unis



# Industry and Innovation in Europe



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

IOLS17					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Industry and Innovation in Europe	1st Semester	Economics	3	12	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Patrice Geoffron Prof in Economics	1 quiz- 1 Final exam - News Comment	Requirement	Lectures, discussions and student presentations	6	L3

## Language:

English

## Objectives:

The main goals of this course are to understand the industrial dynamics in Europe. Since the origins, the EU members aim at developing a highly industrialised economic area based on “knowledge” and “R&D”. This common goal has been reaffirmed with the Lisbon Strategy «to become the most competitive and dynamic knowledge-based economy in the world in 2010, capable of sustainable economic growth with more and better jobs and greater social cohesion». The course will explain and assess that European strategy and determine the capability of EU to be world leader in the globalisation process.

## Course Description:

Reminder in economics of innovation.

Back to the origins of the European Industry.

The common programs: From Airbus to Ariane.

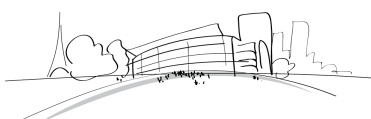
The success stories: From Nokia to Vodafone.

The national “miracles”: from Spain to Finland.

Will the European development be sustainable?

## Texts Used:

Reading list and documents will be given in class. PPT of lectures will be sent by email. No textbook is required.



# Cross-Cultural Barriers

IOLS16					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Cross-Cultural Barriers	1	culture	3	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Maya Putois	Continuous and final exam	optional		6	L3

## Language:

English

## Objectives:

Help students get a good grasp of cultural differences in the world of business through theory and case studies

## Course Description:

How relevant are the cross-cultural categories of Hall, Hofstede and Trompenaars and others today? Theory followed by class analysis of case studies.

Perception of time and space across the globe followed by a study of verbal and non-verbal communication.

How to understand cultural differences by looking at the geographic, historic, religious, economic roots of these variations.

A probe into individual countries: UK, Japan, Finland, Ireland, China etc...

India and the US particularly seen as lands of paradox.

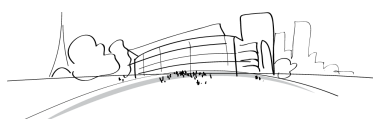
Going beyond stereotyping through Emotional Intelligence.

## Prerequisites:

Upper intermediate level in English

## Bibliography:

“When Cultures Collide” by Richard Lewis (Nicholas Brealey International - third edition 2006); “Cultures Consequences” by Geert Hofstede (Sage Publication 1984); “The Cultural Advantage” by Mijnd Huijser (Intercultural Press 2006); “Being Indian” by Pavan Varma (Viking 2004).



# Economic Press

IOLS19					
Course Title	Semester	Subject	Hours <i>per week</i>	Duration <i>weeks</i>	DFR
Economic Press	1er Semester	Economics	1h30	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Mr Coyle				3	L3

**Language:**

English

**Objectives:**

The purpose of this course is to sensitize students to the Economic Press with reference to 4 publications: The Economist, The Financial Times, Wall Street Journal and Business Week. During the course we will develop reading strategies to understand the implicit and explicit message behind a chosen article. Students will learn to analyse, summarize and articulate arguments in both written and oral English. At the end of the course the students should be more aware of the interaction of (geo)politics and economics.

**Course Description:**

4 main issues will be tackled: International Trade; Mergers & Acquisitions; Globalization; and the Effects of Oil prices. First, we will discuss the role the press has to play, the types of publications available, the readers, the circulation, the media moguls, and whom the press serves. Second, we will do an in-depth analysis of articles: titles, sub-titles and images. Third, we will learn to do precise and logical summaries as well as how to articulate convincing written arguments on a given aspect of an article. Finally, we will discuss the debates and questions raised by the issues addressed. Students will be required to participate actively by doing presentations on the themes dealt with in class. There will also be a written class test during the semester.

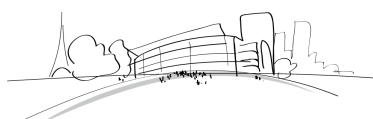
**Prerequisites:**

ONLY FOR NON-NATIVE SPEAKERS

Advanced level in English.

**Texts Used:**

International economic press (mainly British and American).



# Investments and financial markets



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M4G106A					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Investments and financial markets	1 <sup>st</sup> Semester	Language	3h	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Fabrice Riva	2 in-class exams (50% each)	Elective		6	M1

## Language:

English

## Objectives:

The objective of the course is to provide students with knowledge about :

- how markets are organised and how prices are determined
- how useful markets are for both issuers and investors
- how to measure risk and how risk is priced in equilibrium
- firms valuation and corporate investment and financing decisions

## Course Description:

The course is divided in four parts :

1. The organization of stock exchanges in Europe
2. Risk and return
3. Market efficiency, anomalies and firms valuation
4. Financing and investment decisions

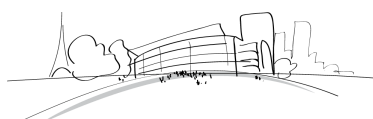
## Prerequisites:

Basic microeconomics and statistics

## Texts Used:

Copeland T. E., J.F. Weston and Kuldeep Shastri, 2003, "Financial theory and corporate policy", Addison Wesley, 4th édition.

- Benninga S., 2000, Financial Modeling, 2nd ed.
- Grinblatt M. et S. Titman, 2001, Financial markets and corporate strategy, Irwin-Mc Graw Hill, 2nd édition.



# Services Marketing

IOMS03					
Course Title	Semester	Subject	Hours <i>per week</i>	Duration <i>weeks</i>	DFR
Services Marketing and Relationship Marketing	1 <sup>st</sup> Semester	Marketing	3	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
D. Joutard, Senior Lecturer	Continuous assessment 50%, final exam 50%			6	M1

## Language:

English

## Objectives:

To give students a grasp of the specific nature of services marketing. To study the difference between repeated purchase behaviors, spurious loyalty and true loyalty. To learn how to measure customer satisfaction and learn about service quality management.

## Course Description:

Topics covered during the course will include:

- Services marketing versus goods marketing, the nature of services, the production of services.
- Building customer loyalty, customer defection
- Service satisfaction: dimensions, measurement, management
- Service quality: definition, dimensions, measurement, management
- Service failure and recovery
- Market-oriented management (customer relationship life cycle: what is it? how to manage it?) and introduction to relationship marketing
- From the marketing mix approach (transactional marketing) to the relationship approach (relationship marketing)
- Internal marketing (the employee as a customer)
- Marketing of professional services

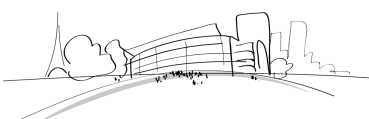
## Prerequisites:

None

## Texts Used:

LOVELOCK, Services marketing, Prentice hall, 2000

SHETH & PARVATIYAR, Handbook of relationship marketing, Sage publications, 2000.



# Glob'Strat

M4GL15A1					
Course Title	Semester	Subject	Hours <i>per week</i>	Duration <i>weeks</i>	DFR
Glob'Strat	1st	Global Management and Alliance Strategies	1h30	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
	continuous	optional		3	M1

**Language:**  
English

**Objectives:**

The teaching of « global management and strategic alliances » aims at giving students some training based on a company's practice of global management within the frame of a global strategic simulation and on the negotiation of strategic alliances and/or operational partnerships with other companies.

**Course Description:**

Globstrat works on the web and simulates the life of a managerial committee competing with global challengers over several years.

Globstrat includes marketing, sales, production, innovation, logistics, human resources, finance, audit, strategic watch.

Globstrat allows participants to cope with the complexity of a multi-technology, multi-product, multi-market and multi-segment company with in mind value creation.

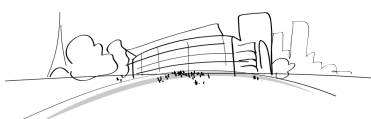
Besides Globstrat allows participants to negotiate and develop strategic alliances and operational partnerships with global competitors.

**Prerequisites:**

Upper intermediate English

**Texts Used:**

Daniel Paul et Nicole Krausz « Pratique du management stratégique », 2006.



# Issues in Labour Economics

Code apogée					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Issues in Labour Economics	1st	Labour Economics	3h	7	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Eve Caroli	Written evaluation + Participation	Option	Class	3	L3

## Language:

English

## Objectives:

Provide students with a comprehensive view of the most debated topics in labour economics at the moment. Provide them with the theoretical tools and empirical knowledge necessary to understand how the labour market works and what are the most important challenges in terms of employment policy today.

## Course Description:

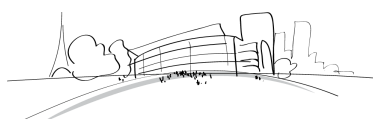
The course will be composed of XX chapters. Chapter 1 will tackle the issue of labour supply. We will study how individuals decide whether to work or not. As a policy application, we will focus on the participation of women to the labour market and on the effects of welfare programs and work incentive schemes. Chapter 2 will consider labour demand and how firms choose the number of workers they employ. The corresponding policy application will consider the employment effects of the minimum wage. Chapter 3 will study the equilibrium on the labour market. As an example, we will focus on the labour market impact of immigration. Chapter 4 will cover the determination of wages and examine whether wages actually compensate for bad working conditions. Chapter 5 will be dedicated to education and training. We will study how people take their schooling decisions and what the consequences are on the labour market. We'll also consider continuous training and investigate which are the incentives for workers and firms to invest in training. We will also see how one can evaluate governmental training programs. Chapter 6 will deal with labour market discrimination. We'll study the various types of discrimination and consider empirical evidence regarding discrimination against various ethnic groups in the USA, but also discrimination against women.

## Prerequisites:

No strict prerequisite. Ideally, some familiarity with the very basics of microeconomics (demand and supply) but not strictly necessary.

## Texts Used:

Georges Borjas, Labor Economics, McGraw Hill, 5th edition, 2010



# Private equity



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M4GF115					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Private equity	1st Semester	Economie	3h	7	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Antoine RENUCCI, Maître de Conférences	Final exam: 50 % ; Participation + Case: 50%	optionnel fleche		3	M1

**Language:**  
English

**Objectives:**

Despite the current economic recession, the Private equity industry is still attractive. The objective of this course is to provide students who wish to work in this industry or who want to study the specifics of private equity financing with the necessary tools. Professionals from the industry are invited to present real-world cases.

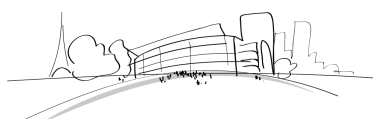
**Course Description:**

Séance	Cours (indicatif)
1	Overview of the Private Equity industry Organization of a Private Equity partnership
2	The valuation of start up companies
3	Structuring a contract between a venture capitalist and an entrepreneur
4	Leverage Buy Outs
5	Project financing (infrastructures)
6	Distressed debt restructurings
7	Group presentations of a case study

**Prerequisites:**  
None

**Texts Used:**

The Venture Capital Cycle, Gompers et Lerner, MIT Press.  
Private Equity: A Casebook, Hardymon et Lerner, MIT Press



# Human resource management

IOLSO5					
Intitule	Semestre	Matière	Horaire hebdomadaire	Durée semaines	DFR
Human resource management	1er semestre	Ressources humaines	3h	13	DFR Licence Sciences des Organisations
Responsable	Evaluation	Statut	Nature	Crédit ECTS	Année
B. Gupta	Continuous assessment 50%, final exam 50%	Obligatoire		6	L3

## Langue:

Anglais

## Objectifs:

To introduce students to the various aspects of HR and help them develop the proper tools to be able to identify potential solutions for specific HR problems. Classes will consist of lectures followed by group discussions of case studies.

## Contenu:

This course will expose students to the main aspects of HRM: Job analysis, recruitment, selection, socialization, personnel appraisal, classification systems, competency-based management, compensation packages, manpower planning, career management, training, new forms of jobs, working time, labor-management relations, HRM and the international activities of the firm (international HRM, expatriation...), and HRM Policies and strategies.

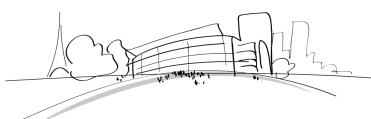
For each of these areas, lectures will present new trends, challenges and current practices. In particular, the impact of new technologies on HRM will be highlighted. Discussions will then be held based on various case studies for a more concrete understanding of HR problems. Students will be asked to work in groups to analyze problems, find potential solutions and make decisions as HR managers.

## Pré-requis:

None

## Bibliographie:

-



# Energy Policies



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M5129U16					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Energy Policies	1st Semester		3	6	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Sophie MERITET	Assignment # 1: Oral group presentation (40%) for master M2 students Assignment # 2: Final individual paper (60%) Student work will focus on key energy issues in one region or country of the world, including North America, Western Europe, Eastern Europe, the Middle East, Brazil, Mexico, China, India, Japan, and Russia... Exchange students will have only to write the paper.		Lectures	4	M2

**Language:** English

**Objectives:** The objectives in this course are to understand:

- How energy is supplied, distributed, and used;
- The economic, social, and environmental consequences of such patterns;
- The role that public policy plays in creating, regulating, and sustaining or discouraging such patterns.

**Course Description:** This course focuses on energy policies in the world. It intends to provide students with the necessary skills to understand and analyze energy policies from different perspectives, ranging from users and energy firms to policy-makers. Issues discussed include the reliability and security of energy supplies that directly affect national and foreign policies, as well as national level environmental, economic, development and land use concerns. In addition, the policies, strategies, and programs adopted by both the public and the private sectors that directly impact our lives will be discussed. The major themes that will be explored in this course are the links between energy policy, environmental policy, and antitrust policy, the energy policy making process, and the nature and operations of energy markets. All the documents are posted on the Intranet (syllabus, examples from last year, readings,...)

**Prerequisites:** Microeconomics and energy economics

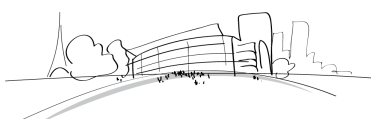
As this class is a M2 level, exchange students needs to have the authorization of the Professor to get enrolled in. Please contact [Sophie.meritet@dauphine.fr](mailto:Sophie.meritet@dauphine.fr)

Class will be on Wednesday morning from 8.30 to 11.45.

**The first class should be the 9th of November 2011 until mid December. Students who miss the 1st class are not allowed to follow the rest of the seminar**

**Texts Used:** CHEVALIER JM (2009), The new energy crisis: Climate, Economics and Geopolitics, edited by, Palgrave.

**More references are posted on the intranet**



# Geopolitics of Organizations



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

M5274G01					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Geopolitics of Organizations	1st Semester	Organization Theory	3	7	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Anne Pezet	Continuous assessment (written report)		Lectures	4	M2

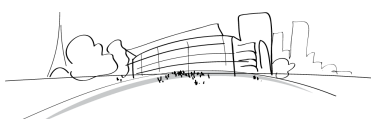
**Language:** English

**Objectives:** this course is designed to enhance organizational students' knowledge and understanding of some macroscopic perspectives in management and organization.

**Course Description:** the structured teaching for the program provides a multidisciplinary outline to the relationships between organizations and States, supranational or regional powers. Organizations will be considered in a broad sense: private companies, public administrations and agencies, NGOs, non-profit organizations, networks, etc. Following a general mapping of world organizations, the course analyses the geopolitics of capital, resources (human, material), markets and finance according to a historical, political and economical approach.

**Prerequisites:** Organization theory

**Texts Used:** press articles



# Performance management

M5274G15					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Performance management	1st Semester	Management control	3	7	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Nicolas Berland	Continuous assessment + final exam		Lectures and discussions	4	M2

**Language:**  
English

**Objectives:**

This course has to help students to understand and to tackle with issues of modern companies operating in a global market, in relations with financial markets or in charge of complex performance. Based on case studies, the pedagogy is oriented towards managerial problem rather technical ones.

**Course Description:**

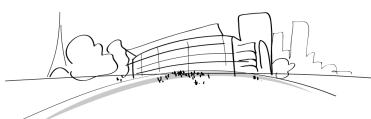
Found out the new structural forms adapted to monitor complex performance, go to beyond budgeting to understand how a management control device could become bureaucratic, implement an incentive scheme to enhance performance, manage relationships with financial accountants and use management control systems in a global economy and a culturally diverse world.

**Prerequisites:**

Budgeting, costs calculation, balanced scorecards and use of indicators, notions of common structural forms.

**Texts Used:**

- Merchant K.A. et Van des Stede (2003), Management control systems, performance measurement, evaluation & incentives, Prentice Hall.



# Risk and Investment and insurance

IOMS05					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Risk and Investment and insurance	1st	Fiscalité	3h	13	MSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Marisa Ratto	Continuous assessment:50%, final exam:50%			6	L3

## Language:

English

## Objectives:

The aim of this course is to learn the key tools and concepts to analyse how decision makers choose from a set of feasible alternatives when the consequences or outcomes are uncertain. These analytical tools are then applied to real-life economic and financial decisions, like the purchase of insurance and the trading of financial assets in financial markets, to gain some insights on how those markets work.

## Course Description:

The course focuses on insurance and financial investment decisions. The decision of full insurance is compared to the decision of partial insurance and the conditions for the optimality of the two are considered, under both symmetric and asymmetric information. After reviewing the types of financial markets and the types of assets traded, the course considers the measurement of return and risk of single assets and of a portfolio. The Markowitz model is presented to illustrate how single investors choose their optimal portfolio. The analysis is extended to all investors (CAPM model) to gain some understanding of how equilibrium prices are determined in financial markets.

## Topics

- Decision making under conditions of risk and uncertainty: basic features.
- Application: the purchase of insurance. Optimal choice of insurance: full and partial insurance in competitive insurance markets under symmetric information. Asymmetric information: adverse selection and moral hazard in competitive insurance markets.
- Investment analysis and portfolio management.  
Expected return and risk of individual assets and of portfolios.  
Efficient portfolios  
Optimal portfolios  
The CAPM model: how equilibrium asset prices are set.
- The role of domestic tax policy on investment decisions: Foreign Direct Investment (FDI).
- The intertemporal dimension of risk: the impact of risk on the optimal timing of consumption and saving.

## Prerequisites:

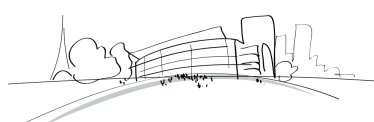
Principles of Microeconomics, Quantitative methods (maths and stats)

## Texts Used:

Eeckhoudt, L., Gollier C., Schlesinger, H. (2005), Economic and Financial Decisions under Risk, Princeton University Press. Chapters 1, 2, 3, 6, 12.

Elton, E., Gruber, M., Brown, S., and Goetzmann, W. (2003), Modern Portfolio Theory and Investment Analysis, John Wiley & Son, 6th edition. Chapters 1, 2, 3, 4, 5, 7, 13.

Timothy Van Zandt (2006) Introduction to the Economics of Uncertainty and Information. Chapters 1, 2, 5, 6, 11.



# Europe: Today's Challenges



Course material available online  
Digital work environment: [www.ent.dauphine.fr](http://www.ent.dauphine.fr)

I0LS02					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Europe: Today's Challenges	1st Semester	Economics	3	12	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Sophie Méritet & Aude Sztulman, Senior Lecturers	1 quiz- 1 Final exam - News Comment - Report on a European question	Requirement	Lectures, discussions and student presentations	6	L3

**Language:**  
English

## Objectives:

The main goals of this course are to understand the basic concepts and ideas behind the European Union and to acquire a working knowledge of the European economy. The object of the seminar is for students to gain a broad understanding of the European Union, its history and prospects, with a focus on the issues surrounding the integration of New Member States.

## Course Description:

The first six years of the 21<sup>st</sup> century have been decisive for the future of Europe. Several Central and Eastern European countries as well as some Southern European countries have been integrated into the European Community. The Europe of the 15 is now the Europe of the 25, and might one day be the Europe of the 28 or more.

The Economic and Monetary Union, the creation of the Euro zone, and the creation of the single currency within the 12 member countries starting from January 1st 2002 have thoroughly modified the relationship between Europe and the world economy. In addition, the relations between the EU and Developing Countries will, in the coming decades, bring many new and interesting developments.

During the seminar, different themes will be explored, among them:

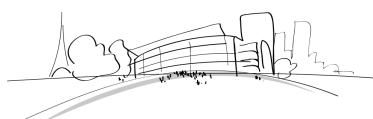
- The European construction
- The European institutions
- The Economic and Monetary Union (EMU)
- The European social space
- The European Union and world trade
- The European competition policy

## Prerequisites:

This course requires no previous knowledge of European economics and calls for no maths or statistics.

## Texts Used:

Reading list and documents will be given in class. PPT of lectures will be sent by email. No textbook is required.



# Energy and Climate Change Economics

IOLS20					
Course Title	Semester	Subject	Hours per week	Duration weeks	DFR
Energy and Climate Change Economics	1st Semester	Economics	3	13	LSO
Professor(s)	Evaluation	Status	Nature	ECTS Credits	Level
Patrice Geoffron Prof in Economics	1 presentation- 1 final exam	No Requirement	Lectures, discussions and student presentations	6	L3

**Language:**  
English

## Course Description:

The energy systems are in the midst of an in depth transformation resulting from various phenomena:

- Market liberalization puts into question the current structures of network industries, which have traditionally been publicly owned or vertically integrated. These naturally monopolistic industries are now being regulated using new and more complex procedures
- Especially, at European level, the previous monopolistic model is deeply redefined. To monitor these changes, independent regulatory authorities are being set up and new mechanisms are appearing. Risk calls for the development of financial markets with the appropriate risk coverage instruments.

**Climate change issues have received increasing attention over the last years, with a huge impact on the energy systems. In this context, this course examines:**

- Economic theory, empirical perspectives, and political economy of energy supply and demand, both for fossil fuel and renewable sources of energy.
- Public policies affecting energy markets including taxation, price regulation and deregulation, energy efficiency, and control of emissions.
- A specific attention will be given to economic policies such as carbon taxes and tradable emission permits and to the problems of displacing fossil fuels with new energy technologies.

**Class sessions consist of a mix of lectures and group discussions and presentation.**

## Prerequisites:

None

## Texts Used:

Reading list and documents will be given in class. Presentations of lectures will be sent by email. No textbook is required.

