

**CERTIFIED COPY
OF THE ORIGINAL**

**MIB PROGRAMME
OFFICIAL TRANSCRIPT OF GRADES**

Mr. D'SOUZA Neil

Born on December 24 1986

MIB - January 2010 to December 2011

Course Code (1)	Course Title	Duration (hours) (2)	Term	Local Grade (3)	US Grade (4)	ECTS Grade (5)	ECTS Credits (6)
ECOMB-CI01UE	INTERNATIONAL ECONOMICS	30 h	1	15.00	B+	C	2,00
FINMB-CE01UE	GLOBAL FINANCE	40 h	1	12.87	C+	D	3,00
IBEMB-CE01UE	INTERNATIONAL BUSINESS STRATEGY	40 h	1	12.00	C+	D	3,00
LANMB-CE01UF	FRANCAIS LANGUE ETRANGERE	40 h	1	0.00	C-	F	0,00
MGTM-B-CE02UE	SKILLS AND BEHAVIOUR	48 h	1	14.00	B	C	2,00
MGTM-B-CE03UE	INTERNATIONAL HUMAN RESOURCES MANAGEMENT	40 h	1	12.65	C+	D	3,00
MGTM-B-CI04UE	INTERCULTURAL MANAGEMENT	40 h	1	13.75	B-	D	3,00
MISMA-EI32UE	E-COMMERCE: TRENDS & ISSUES	18 h	1	13.40	B	C	2,00
MKTMA-EI33UE	SPORT MARKETING	18 h	1	12.80	B-	D	2,00
MKTMB-CE01UE	INTERNATIONAL MARKETING	40 h	1	16.00	A-	B	3,00
NEGMA-EI13UE	NEGOTIATION IN CONTEXT	18 h	1	11.60	C+	D	2,00
RESMB-CE01UE	RESEARCH METHODS FOR BUSINESS	16 h	1	10.00	C-	FX	1,00
IBEMA-FI28UE	BUSINESS SUSTAINABLE DEVELOPMENT	18 h	2	11.00	C+	D	2,00
IBEMB-CE02UE	INTERNATIONAL BUSINESS CASE STUDY	40 h	2	12.50	C+	D	2,00
LANMB-CE01UF	FRANCAIS LANGUE ETRANGERE	40 h	2	14.00	B	C	0,00
MGTM-B-EI01UE	BUSINESS GAME	24 h	2	14.00	B+	C	2,00
MISMA-FE25UE	MIS STRATEGY AND COMPANY OBSERVATION	36 h	2	15.00	A-	B	4,00
MISMA-FI04UE	CHALLENGES AND TACTICS IN IT DRIVEN CHANGE	18 h	2	11.00	C+	D	2,00
MKTMA-EI15UE	LUXURY MARKETING	18 h	2	12.00	B-	D	2,00
MKTMA-EI16UE	BRAND AND 360° COMMUNICATION	18 h	2	13.50	B	C	2,00
MKTMA-EI34UE	INTEGRATED MARKETING COMMUNICATION STRATEGY	18 h	2	11.60	C+	D	2,00
MKTMA-EI37UE	RETAIL STRATEGIES: PRIVATE LABEL & PROMOTION	18 h	2	12.00	B-	D	2,00
OPSMA-EI12UE	SUPPLY CHAIN MANAGEMENT	18 h	2	12.30	B-	D	2,00
OPSMA-EI31UE	OPERATIONS IN COMPLEX INDUSTRIES	18 h	2	13.80	B	C	2,00
OPSMA-FI21UE	TOTAL QUALITY MANAGEMENT	18 h	2	14.62	B+	C	2,00

Sub Total Credits: 52,00

IÉSEG School of Management

Siège du groupe : 3 rue de la Digue - F-59000 LILLE

Paris : Socle de la Grande Arche - 1 Parvis de la Défense - F-92044 PARIS LA DÉFENSE cedex

Tél. 33 (0)3 20 54 58 92 - Fax 33 (0)3 20 57 48 55

www.ieseg.fr - ieseg@ieseg.fr - Siret 783 707 052 00032 - NAF 8542 Z