

Année universitaire 2025/2026

# Sciences des organisations Madrid - 1re année de Licence

**Responsable pédagogique** : JUAN RAPOSO - <https://dauphine.psl.eu/recherche/cvtheque/raposo-juan>

**Crédits ECTS** : 60

## LES OBJECTIFS DE LA FORMATION

La 1re année de licence de Sciences des Organisations Madrid est une formation pluridisciplinaire en économie, gestion, droit, sciences sociales et disciplines quantitatives (mathématiques, informatique et statistiques). Les étudiantes et étudiants sont également sensibilisés aux enjeux écologiques, éthiques et politiques du monde contemporain.

L'enseignement est identique à Paris mais délocalisé à Madrid, la particularité tenant aux langues d'enseignement, approximativement 50% en anglais et 50% en espagnol.

A Madrid, seul le cursus général est proposé.

### Les objectifs de la formation :

- Réussir l'intégration des étudiantes et des étudiants à l'université en les accompagnant dans la transition entre les études secondaires et les études supérieures,
- Mettre à niveau des étudiantes et des étudiants ayant des acquis différents selon les parcours scolaires antérieurs et assurer l'assimilation d'une méthode de travail autonome,
- Permettre l'acquisition des principes fondamentaux en gestion, économie, sciences sociales, droit,
- Donner aux étudiantes et étudiants une première connaissance du monde du travail par un stage ou un emploi, notamment via une option spécifique de découverte des entreprises à travers des visites,
- Renforcer les compétences linguistiques (en anglais, en espagnol) et préparer à l'immersion dans un environnement international avec un accent particulier sur la dimension interculturelle. A Madrid, la découverte du monde hispanique est mise en avant.

## MODALITÉS D'ENSEIGNEMENT

L'enseignement est principalement dispensé en cours/TD. L'année universitaire est divisée en 2 semestres, chacun comptant 12 semaines, auxquelles s'ajoutent quelques jours de prérentrée. Les cours sont enseignés en anglais (50%) et en espagnol (50%).

Les étudiantes et les étudiants suivent 23 Unités d'Enseignement (UE) de tronc commun + 1 option annuelle, réparties sur les deux semestres. Par ailleurs, un dispositif particulier de tutorat par le corps enseignant est mis en œuvre.

### Semestre 1 à 4 :

Les deux premières années se déroulent sur le campus de notre partenaire, la Universidad Carlos III de Madrid (UC3M) et sont consacrées aux enseignements fondamentaux : économie, management, droit, sciences sociales, mathématiques et statistiques.

### Semestre 5 à 6 :

La 3e année se déroule sur le campus de Paris ou Londres. Une mobilité à l'international peut être privilégiée avec l'une des universités partenaires de l'Université Paris Dauphine – PSL.

Le niveau et les acquis sont évalués majoritairement par :

- une note de contrôle continu, dont la nature de l'évaluation est définie préalablement (50% de la note finale, selon les UE) : un ou deux tests, participation des étudiantes et des étudiants lors des TD, remise de travaux ;
- une note d'examen terminal (50% de la note finale).

Début des cours : mi-septembre

Fin des cours : mi-mai

Examens d'appel : mi-juin

A noter :

- il y a deux jours obligatoires de pré-rentrée en septembre,
- bien que le calendrier pédagogique soit identique à celui de Paris, il peut y avoir de légères différences sur les dates de

vacances scolaires et jours fériés ( calendriers espagnols),

- **En cas de passage d'examen d'appel, il est impératif de prévoir d'être à Madrid**(il ne sera pas possible de délocaliser l'examen à Paris).

## ADMISSIONS

- Diplôme du Baccalauréat ou équivalent pour les étudiantes et les étudiants internationaux,
- Un dossier académique solide : bonne culture générale, appétence pour les mathématiques,
- Bonne communication écrite et orale,
- Capacité à synthétiser des informations et d'analyser des situations complexes

Le suivi de cette formation nécessite également :

- une bonne maîtrise de l'anglais et de l'espagnol, à l'écrit comme à l'oral : un niveau B2 minimum ou équivalent à un test officiel de langue anglaise (IELTS, Cambridge ou TOEFL) et un niveau B2 ou équivalent à un test officiel de langue espagnole (recommandé) ou, à défaut, une attestation de niveau établie par l'enseignant d'espagnol sur papier à entête tamponné du cachet de l'établissement avec les coordonnées professionnelles de l'enseignant.
- une capacité d'autonomie et d'adaptation dans un contexte international.

## POURSUITE D'ÉTUDES

Les étudiantes et les étudiants ayant validé la 1<sup>re</sup> année de Licence Sciences des organisations à Madrid sont autorisés de plein droit à s'inscrire en 2<sup>e</sup> année de Sciences des organisations à Madrid.

Au terme de cette 2<sup>e</sup> année, l'étudiante et l'étudiant pourra choisir une spécialisation parmi les 3 suivantes : Gestion, Economie Appliquée, Sciences Sociales.

## PROGRAMME DE LA FORMATION

- Semestre 1
  - Tronc commun
    - [Introduction to Management](#)
    - [Financial Accounting](#)
    - [Macroeconomic Data](#)
    - [Microeconomics - Consumer behaviour theory](#)
    - [Economic Thinking](#)
    - [Sociology : Birth of the Social Question](#)
    - [Introduction to European and public law](#)
    - [Mathematical tools](#)
    - [Computer Sciences : Excel/VBA](#)
    - [Ethical and political issues in today's world](#)
    - [English](#)
    - [Macroeconomics - Fluctuations and Policies](#)
    - [Soft Skills and Employability](#)
  - Options Semestre 1
    - [Post-Colonial Perspectives](#)
    - [Spanish](#)
- Semestre 2
  - Tronc commun
    - [Introduction to Management](#)
    - [Financial Accounting](#)
    - [Introduction to Macroeconomics](#)
    - [Microeconomics - Producer behaviour theory](#)
    - [Social sciences and methods : State and Democracy](#)
    - [Introduction to private law and law](#)
    - [Optimisation in Mathematics](#)

- [Ecological challenges : Planetary Boundaries](#)
- [English](#)
- [Soft Skills and Employability](#)
- Options Semestre 2
  - [Post-Colonial Perspectives](#)
  - [Spanish](#)

## DESCRIPTION DE CHAQUE ENSEIGNEMENT

### SEMESTRE 1

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#### Tronc commun

## Introduction to Management

ECTS : 2

**Enseignant responsable** : MICHAEL ABEYTA (<https://dauphine.psl.eu/recherche/cvtheque/michael-abeyta>)

**Langue du cours** : Anglais

**Volume horaire** : 18

#### Description du contenu de l'enseignement :

DESCRIPTION OF CONTENTS:

PROGRAMME

1. Introduction to Management
2. Culture of organizations
3. Influencing and Leadership
4. Motivation
5. Managing change and Innovations
6. Communication in management
7. Corporate Social Responsibility
8. Question and answer session

#### Compétences à acquérir :

This course has three main aims, and these directly relate to the major themes that will be emphasized throughout. The course aims to: 1. Provide a comprehensive introduction to the key elements of the business organization, and to competing theories and models of the firm and its environment, and to provide a critical perspective on the main functional areas of management. 2. Build a foundation of knowledge on the different theoretical approaches to management and decision making. 3. Develop analytical skills to identify the links between the functional areas in management, organizations, management practices, and the business environment.

#### Bibliographie, lectures recommandées :

The course will use as its primary source:

Boddy, D. (2014) Introduction to Management, 6th Edition, Pearson Education

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## Financial Accounting

ECTS : 3

**Enseignant responsable** : HANDY TAN

**Langue du cours** : Anglais

**Volume horaire** : 18

#### Description du contenu de l'enseignement :

Financial accounting plays a crucial role in the allocation of resources in the economic system while the information that it facilitates is used by a wide number of different agents in their respective decision-making processes. The objective of the course is to enhance students' ability to capture economic transactions using the accounting system and to elaborate compact information about the firms' value and the wealth created by the firm in a given time period. In addition to preparing this information, students should be able to understand and interpret this information as it is provided in the firms' statements (i.e. balance sheet, income statement and the notes).

#### Compétences à acquérir :

Cet enseignement vise à fournir aux étudiants une culture comptable suffisante pour intégrer les grandes évolutions du capitalisme. La comptabilité est ici perçue comme étant l'instrument du capitalisme financier. Pour cette raison, une dimension historique et comparative est largement ancrée dans l'enseignement.

Cette approche ne fait pas l'économie de l'apprentissage des techniques comptables visant à enregistrer les flux

économiques et financiers qui traversent l'entreprise. L'idée est de bien faire comprendre qu'un résultat comptable est une construction sociale, fruit de tensions entre acteurs aux intérêts divergents (actionnaires, salariés, Etat,...). La dimension internationale fait partie intégrante de l'enseignement car les systèmes comptables continentaux et anglo-saxons sont systématiquement mis en perspective et discutés.

**Mode de contrôle des connaissances :**

un contrôle continu (50%) et un examen (50%)

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## Macroeconomic Data

ECTS : 1

Langue du cours : Anglais

Volume horaire : 9

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## Microeconomics - Consumer behaviour theory

ECTS : 3

Enseignant responsable : NAZIA MANSOOR

Langue du cours : Anglais

Volume horaire : 18

**Description du contenu de l'enseignement :**

The course aims at developing the economic theory of the consumer. Consumption allocation between different goods, trade-off between labour and leisure, optimal intertemporal allocation of resources will be the main topics of this semester.

**Compétences à acquérir :**

By the end of this module, students will have demonstrated:

**Knowledge**

1. An ability to define microeconomics, to differentiate it from macroeconomics, to understand its methodology, approach and the main assumption used to describe a pure and perfect competitive framework.
2. An ability to understand the concept of budget constraint, indifference curve, utility function, Marginal Rate of Substitution (MRS) and to use them to determine an optimal allocation of consumption goods and to build the individual demand function of a consumer.
3. An ability to determine a demand elasticity (price or revenue), to categorise the different types of goods depending on those elasticities to understand the concept of substitution and income effect.
4. An ability to analyse the trade-off between leisure and labour for a consumer and how to deduce from it the supply of labour function.
5. An ability to analyse the trade-off between consumption of present goods and future goods (consumption vs saving), and the capacity to link these microeconomic concepts with financial concepts and instruments.

**Skills**

6. An ability to determine mathematically and graphically a Marginal Rate of Substitution and to interpret the result obtained.
7. An ability to compute mathematically and illustrate graphically a Marshallian demand function using indifference curves, utility functions, Marginal Rate of Substitution and the budget constraints of the consumers.
8. An ability to determine (mathematically and graphically) and to interpret how the demand would evolve when parameters are changing.
9. An ability to determine (mathematically and graphically) the different elasticities and to interpret the results obtained.
10. An ability (1) to determine mathematically and graphically the optimal allocation between leisure and labour (2) to deduce from it the supply of labour and (3) to interpret the results obtained.
11. An ability (1) to determine mathematically and graphically the optimal allocation between present goods and future goods (2) to deduce from it the saving function and (3) to interpret the results obtained.
12. An ability to use and adapt economic concepts studied in class on new topics, situation, context.

**Values and Attitudes**

13. An ability to take responsibility for their studies in and outside of class and to be proactive and take initiative for further individual development.
14. An ability to work effectively, and appropriately with others in class.

**Mode de contrôle des connaissances :****Grading Criteria**

Mid Term Exam 1  
25%

Mid Term Exam 2  
25%

Final Exam  
50%

**Bibliographie, lectures recommandées :**

Microéconomie Comportement des agents et concurrence parfait [Franck Bien & Sophie Meritet](#) PEARSON (2016)

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## Economical Thinking

ECTS : 1

Langue du cours : Français

Volume horaire : 12

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## Sociology : Birth of the Social Question

ECTS : 4

Enseignant responsable : VALERIE BERNARD

Langue du cours : Anglais

Volume horaire : 36

**Description du contenu de l'enseignement :**

The course is designed to introduce students to the sociological study of society. Sociology focuses on the systematic understanding of social interaction, social organization, social institutions, and social change. Major themes in sociological thinking include the interplay between the individual and society, how society is both stable and changing, the causes and consequences of social inequality, and the social construction of human life. Understanding sociology helps discover and explain social patterns and see how such patterns change over time and in different settings. By making vivid the social basis of everyday life, sociology also develops critical thinking by revealing the social structures and processes that shape diverse forms of human life.

**Compétences à acquérir :**

- Show the relevance and reality of structural factors in social life
- Place an issue in a larger context (identify systemic elements; identify stakeholders; list unintended consequences)
- Describe, explain, and predict aspects of social problems
- Debunk individualistic explanations of behavior and identify social patterns
- Recognize the difference between dispositional and sociological explanations
- Recognize the difference between empirical and normative statements
- Identify and offer explanations for social inequality
- Analyze labor force issues
- Perform a content analysis of texts or news to identify possible sources of bias
- Critique the media
- Transform a topic of interest into a researchable, sociological question
- Describe the elements of the scientific method in the social sciences
- Understand basic elements of an ethical code of conduct for social scientists
- Unpack the causal nexus, e.g., correlation, time order, elimination of alternative explanations
- Interpret descriptive statistics
- Evaluate the methodological processes and limits of research (e.g., bias, generalizability)
- Critically assess web sites and electronic resources
- Set up a data table properly and read and interpret a table correctly
- Distinguish levels of analysis
- Posit intervening factors and spurious relationships in social life

- Show awareness of probabilities and contingencies
- Recognize that counterfactual anecdotes do not invalidate sociology
- Understand the intersection of biography and history
- Take the role of the other

**Coefficient** : 1

**Bibliographie, lectures recommandées** :

- Haralambos, M., Holborn, M., Chapman, S. and Moore, S. (2013) *Sociology Themes and Perspectives* 8TH ed London: HarperCollins.
- Nado, A, 2004. *Critical Whiteness studies and the Challenges of being a White ally* Borderlands e-journal, volume 3 number 2
- Scott J, 2014. *Oxford Dictionary of Sociology*, New York, USA: Oxford University Press

## Introduction to European and public law

**ECTS** : 3

**Langue du cours** : Anglais

**Volume horaire** : 18

**Description du contenu de l'enseignement** :

- What is Constitution?
- Political and territorial distribution of powers
- Rule of law: separation of powers
- Fundamental rights
- Constitutional control
- European Law and Constitution

**Compétences à acquérir** :

The course aims to give students a general overview of Public Law, fundamentally constitutional law, so that they understand what it means to live in a Rule of Law and some of its fundamental elements.

**Mode de contrôle des connaissances** :

Dissertation juridique (2 sujets au choix)

## Mathematical tools

**ECTS** : 4

**Enseignants** : MARIA DYMOVA, YONGJO LEE

**Langue du cours** : Anglais

**Volume horaire** : 36

**Description du contenu de l'enseignement** :

- Week 1: Derivatives and Bijection
- Week 2: Convexity
- Week 3: Antiderivatives
- Week 4: Integration
- Week 5: Integration by part
- Week 6: Wrap up and past papers

**Compétences à acquérir** :

**Learning Outcomes**

On completion of this module, students will be able to:  
 work confidently with derivatives  
 work confidently with simple limits calculation

define a bijection  
define an inverse function  
work confidently with simple integration and integration by part

### **Course Objectives**

The main purpose of this module is to give tools to students for other math modules (statistics, Optimisation, linear algebra, financial math, microeconomics...)

**Mode de contrôle des connaissances :**

**Grading Criteria**

Final exam:100%

**Coefficient :** 1

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## **Computer Sciences : Excel/VBA**

**ECTS :** 2

**Enseignant responsable :** TELMO ZARRAONANDIA

**Langue du cours :** Anglais

**Volume horaire :** 18

**Description du contenu de l'enseignement :**

This course aims at acquiring computer logic and contributing to the scientific training of students.

**Compétences à acquérir :**

On completion of this module, students will be able to:

1. Use Microsoft excel for various types of computations
2. Understand the concept of programming logic
3. Identify and use various programming features of VBA

Course Objectives

To identify the importance of Excel in the context of business operations

To understand and use foundation programming skills using VBA

**Mode de contrôle des connaissances :**

**Grading Criteria**

Midterm exam 50%

Final exam 50%

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## **Ethical and political issues in today's world**

**ECTS :** 2

**Langue du cours :** Anglais

**Volume horaire :** 18

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## **English**

**ECTS :** 3

**Enseignants :** JUAN IGNACIO DURAN, SEBASTIAN SALT

**Langue du cours :** Anglais



**Volume horaire** : 27

**Description du contenu de l'enseignement :**

L'objectif est de permettre à l'étudiant d'apprendre, de façon avant tout pragmatique, les notions essentielles de l'anglais de spécialité appliqué à quelques enjeux du monde contemporain, et de l'initier au maniement des techniques de communication, à l'oral comme à l'écrit. La méthodologie employée vise à développer chez l'étudiant la créativité langagière et l'approche communicative à l'aide de l'étude de textes authentiques empruntés à la presse anglophone, d'exercices de traduction orale et écrite, de dialogues, jeux de rôles, courts exposés et débats en anglais. L'accent sera mis sur l'oral en classe, mais il ne faut pas perdre de vue l'important travail écrit demandé en fin de parcours. Il faut approfondir ses connaissances sur chaque thème par des lectures complémentaires et des écoutes autonomes, suggérées par les enseignants. Les sujets traités dans le cours de première année sont :

Semestre 1 : High tech society – Globalisation and world trade – The European Union

Semestre 2 : Working conditions – Developing and emerging countries – The Green economy

**Compétences à acquérir :**

En fin d'année, l'étudiant doit être capable de comprendre un document écrit ou audio en anglais usuel et économique afin de pouvoir en rendre compte de manière orale ou écrite. Il doit pouvoir exprimer un avis et exposer des éléments d'analyse à l'aide de structures variées et d'un vocabulaire précis. Pour cela, toutes les activités en classe et en laboratoire de langues sont menées en anglais.

**Mode de contrôle des connaissances :**

La note semestrielle prend en compte à hauteur de 50 % le contrôle continu et la note de l'examen constitue l'autre moitié (50 %).

**Coefficient** : 1.5

**Bibliographie, lectures recommandées :**

Il est indispensable d'avoir une grammaire anglaise à laquelle on doit se référer. Les ouvrages cités ci-dessous sont donnés à titre indicatif. *English Grammar in Use (Cambridge University Press)*; *La grammaire anglaise de l'étudiant, Berland-Delépine, Ophrys*; *Bled Anglais, Etudes Supérieures, Hachette*

Pour le travail sur le vocabulaire qui doit être fait systématiquement et régulièrement, nous recommandons : *L'anglais économique et commercial (Langues pour tous, Press Pocket)*, *Business Vocabulary in Use (Cambridge University Press)*, *L'anglais des affaires en pratique (La Maison du dictionnaire)*

Il faut posséder un bon dictionnaire, la version papier est plus complète et vous encouragera à mieux manier le dictionnaire en général et à en apprendre plus sur les subtilités de la langue. *Robert et Collins, Harraps ou Oxford-Hachette*

Pour lire la presse : Les quotidiens britanniques (*The Times, The Independent, The Guardian...*) et américains (*The Washington Post, The New York Times, The International Herald Tribune...*) sont tous disponibles en ligne, de même que les magazines comme *Time et The Economist*, pour une sélection de leurs articles. Le site de la BBC est riche en documents à lire, à regarder et à écouter. Pour travailler la compréhension orale, les sites de la BBC et de CNN proposent la transcription de reportages d'actualité.

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## Macroeconomics - Fluctuations and Policies

**ECTS** : 4

**Enseignant responsable** : JASON LERMYTE

**Langue du cours** : Anglais

**Volume horaire** : 36

**Description du contenu de l'enseignement :**

The course aims at providing the fundamental macroeconomics theories with a specific focus on the description of a general equilibrium and the consequences of economic policies on economic growth and unemployment. The IS-LM/AS-AD model will be developed in both a context of perfect and imperfect competition. Impact of economic policies will then be studied under different time horizons highlighting the degree of rigidity of prices and wages. Shock of demand (mainly fiscal policy, monetary policy and mixed policy) and shock of supply (productivity, variation of wages) will be simulated through numerical exercises and multipliers computations. A significant portion of this course is dedicated to quantitative modelling and chart analysis as support of key economic concepts.

**Compétences à acquérir :**

By the end of this module, students will have demonstrated:

### **Knowledge**

1. An ability to describe in details the interrelations between the different types of markets (goods market, monetary markets, securities markets, labour markets) and to comprehend by which mechanism a general equilibrium could be achieved.
2. An ability to analyse the consequences of economic policies (especially monetary, fiscal and mixed policies) under different time horizons (short, medium, long term).
3. An ability to compare a situation of imperfect competition and a situation of perfect competition on the determination of a general equilibrium and the implication on the efficiencies of economic policies in the two contexts.
4. An ability to understand how productivity gain and change in real wage would impact the general equilibrium, especially in the good and labour market.

### **Skills**

5. An ability to determine mathematically a general equilibrium given the different functions and economic behaviours of economic agents.
6. An ability to compute and calculate multipliers under different time horizons for different types of policies (fiscal, monetary, mixed policies)
7. An ability to illustrate graphically a general equilibrium and how a supply or demand shock would impact this equilibrium on the different markets considered.
8. An ability to use and adapt economic concepts studied in class on new topics, situation, context.

### **Values and Attitudes**

9. An ability to take responsibility for their studies in and outside of class and to be proactive and take initiative for further individual development.
10. An ability to work effectively, and appropriately with others in class.

**Coefficient** : 1

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## **Soft Skills and Employability**

**Langue du cours** : Anglais

**Volume horaire** : 7.5

### **Description du contenu de l'enseignement :**

Soft Skills and Employability aims at supporting students' reflections about their studies and professional projects in connection with their personal life while growing as individuals and learning how to interact with others and collaborate. Its main general objective during the three years of the bachelor's degree is to help each student start the process of finding his/her place in the working society and envisioning him/herself working happily and contributing to the world.

This first-year Soft Skills and Employability module introduces students to the foundational interpersonal and professional skills needed to navigate both academic environments and future workplaces.

Focusing on key areas such as effective listening, giving and receiving constructive feedback, CV writing, and digital awareness, the module equips students with tools to communicate clearly, collaborate with others, and present themselves professionally.

Through a blend of interactive workshops, reflective exercises, and real-world scenarios, students will begin to build the confidence and competencies necessary for personal and career development.

### **Compétences à acquérir :**

This is done through the development of the following three transversal competences:

- Adapting to new situations by becoming aware, experimenting with new tools or practices and using the group.
  - Building one's pathway by formalising one's skills, identifying one's achievements and the areas that remain to be developed, and expressing one's values.
  - Interacting and collaborating in a university context by seeing the workshop group as the beginnings of a working group, developing attentive listening to others, and by sharing tasks and roles within a group.
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**Options Semestre 1**

## **Post-Colonial Perspectives**

**ECTS** : 2

**Langue du cours** : Anglais

**Volume horaire** : 24

**Description du contenu de l'enseignement :**

What is postcolonial criticism? How to write a research paper Black and White Legends: A Brief History of of Colonial Latin America Enlightenment and Revolution Washington, Napoleon and Hidalgo Simon Bolivar and the Independence for Hispanic America Building Nations ¿Los Indios¿ as Native Americans Oligarchy, Bourgeoisie, Foreign Interests Spain in the 19th Century The Monroe Doctrine Industrialization The Significance of 1898

**Compétences à acquérir :**

This course will provide students with the following skills and knowledge:

- A broad knowledge of the modern and contemporary history of Latin America and Spain.
- Tools for the understanding of history as broad processes, reciprocally interacting, and occurring within a context.
- Have a thorough comprehension of the processes that shape the world today.
- Use of critical analysis for research.

**Bibliographie, lectures recommandées :**

- Andrews, George. "Spanish American Independence: A Structural Analysis". Latin American Perspectives 12.1 (1985): 105-132.
- Bolívar, Simón. "Carta de Jamaica" (1815). [https://es.wikisource.org/wiki/Carta\\_de\\_Jamaica](https://es.wikisource.org/wiki/Carta_de_Jamaica)
- Burdiel, Isabel. "Morir de éxito: El péndulo liberal y la revolución española del siglo XIX". Historia y política 1 (1999): 181-203.
- Casanueva, Rocío. "La Doctrina Monroe: Su Significado y Aplicación Durante el Siglo XIX", 2007.
- Fusi, Juan Pablo. "España. La evolución de la identidad nacional", en La nación española: historia y presente (2001). FAES: 93-107.
- González Prada, Manuel. "Nuestros indios" (1904). [http://www.edu.mec.gub.uy/biblioteca\\_digital/libros/g/Gonzalez%20Prada,%20Manuel%20-%20Nuestros%20indios.htm](http://www.edu.mec.gub.uy/biblioteca_digital/libros/g/Gonzalez%20Prada,%20Manuel%20-%20Nuestros%20indios.htm)
- \* Goucher, Candice et alii. Selección de "Dual Revolutions: Capitalist Industrialism and the Nation State", capítulo 16 de In the Balance: Themes in Global History. Boston: McGraw-Hill, 1998.
- Hobsbawn, Eric. "Introduction: Inventing Traditions", en E. Hobsbawn & T. Ranger (eds.) The Invention of Tradition. Cambridge University Press, 1983: 1-14.
- Martí, José. "Nuestra América" (1891). [https://es.wikisource.org/wiki/Nuestra\\_Am%C3%A9rica](https://es.wikisource.org/wiki/Nuestra_Am%C3%A9rica)
- Mignolo, Walter. "Occidentalización, imperialismo, globalización: herencias coloniales y teorías postcoloniales". Revista iberoamericana 61.170 (1995): 27-40.
- Prados, Leandro. "Colonial Independence and Economic Backwardness in Latin America", Working Paper 10/05 (2005).
- Rodó, José Enrique. "Ariel" (1900). [https://es.wikisource.org/wiki/Ariel\\_\(Versi%C3%B3n\\_para\\_imprimir\)](https://es.wikisource.org/wiki/Ariel_(Versi%C3%B3n_para_imprimir))
- Sábato, Hilda. "On Political Citizenship in Nineteenth-Century

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## Spanish

**ECTS** : 2

**Langue du cours** : Espagnol

**Volume horaire** : 24

**Description du contenu de l'enseignement :**

1. AT UNIVERSITY Learning to manage at university Grammatical and lexical content: specific academic and university vocabulary. 2. APPROCHEMENT TO SPAIN Getting to know Spain Getting by in everyday life situations: the registers Cultural contrast Grammatical and lexical content: Expression of time (review of present and past forms), Formal and informal language, Use of pronouns in formal and informal language. 3.THE SPANISH BUSINESS WORLD I Current society and new technologies: Social networks, Buying/selling on the internet. The most relevant Spanish companies today Discuss the advantages and disadvantages of the use of technology in the workplace. Grammatical and lexical content: Use of past tenses, Business Spanish lexicon, Lexicon related to new technologies: Anglicisms. 4.GLOBALISATION AND THE BUSINESS WORLD What is globalization? Globalization in Spain. Analysis of cases Develop arguments for or against a previously given opinion and refute opinions. Grammatical and lexical content: Use of connectors to argue and counter-argue, Noun sentences: indicative/subjunctive contrast. 5. THE SPANISH BUSINESS WORLD II: LOOKING FOR A JOB Conducting a job interview. Frequently asked questions and speaking techniques.

Writing a CV. Writing a cover letter Grammatical and lexical content: Use of past tenses, Specific vocabulary for formal letters, Accentuation. 6.THE SPANISH LEGAL WORLD Understanding legal texts: public law Grammatical and lexical content: Lexicon related to public law, Relative sentences with known or unknown antecedent: indicative/subjunctive contrast, Relative sentences with preposition, Expressions of certainty and evaluations: indicative/subjunctive contrast, Verbs of thought/opinion: indicative/subjunctive contrast.

**Compétences à acquérir :**

Communicate effectively and coherently in academic and professional contexts, both orally and in writing. Knowledge of the appropriate linguistic rules for different registers. Presentation and argumentation of opinions.

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**SEMESTRE 2**

**Tronc commun**

## Introduction to Management

**ECTS :** 2

**Enseignant responsable :** MICHAEL ABEYTA (<https://dauphine.psl.eu/recherche/cvtheque/michael-abeyta>)

**Langue du cours :** Anglais

**Volume horaire :** 18

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## Financial Accounting

**ECTS :** 2

**Enseignant responsable :** HANDY TAN

**Langue du cours :** Anglais

**Volume horaire :** 18

**Description du contenu de l'enseignement :**

Topic 1: Conceptual Framework, Liabilities, Loss contingencies and employment costs. Topic 2: Inventory. Topic 3: Revenue recognition Topic 4: Receivables. Topic 5: Tangible assets Tema 6: Intangible assets.

**Compétences à acquérir :**

By the end of the course students should be able to: - Solve any new accounting problem using the knowledge acquired in this and previous courses. - Understand the effect of accounting policies on the figures reported on the financial statements. Skills development: -Initiative and self-learning -The ability to select and assign priorities within restricted resources and to organize work to meet tight deadlines -Work in teams. -Present, discuss, report and defend views effectively. Attitudes: - Compliance with the fundamental ethical principles. - Commitment to continual improvement and lifelong learning.

**Mode de contrôle des connaissances :**

un contrôle continu (50%) et un examen (50%)

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## Introduction to Macroeconomics

**ECTS :** 4

**Enseignants :** PASQUALE FORESTI, JASON LERMYTE

**Langue du cours :** Anglais

**Volume horaire :** 36

**Description du contenu de l'enseignement :**

This course focuses on the crucial macroeconomic concepts: gross domestic product, economic growth, inflation, the interest rate, unemployment. First, the course examines how economic agents relate by analysing national accounts. Then, there is an investigation onto the causes of long term growth. This is followed by a study of the financial sector. With all these instruments, there is an analysis of the determinants of aggregate supply and aggregate demand distinguishing between the short-run and the long-run, with a special focus on how monetary and fiscal policy work. The course finishes

with a study of the recent financial crisis.

### **Compétences à acquérir :**

#### **Learning Outcomes:**

On completion of this module, students will be able to:

1. Explain what determines economic growth in the long run
2. Analyse the financial system
3. Understand how aggregate demand and aggregate supply work

#### **Course Objectives:**

The main objective of this course is for students to understand how the economy works. Other objectives include the analysis of the main macroeconomic variables and how these relate to each other; as well as what determine economic growth in the long-run and well as in the short-run.

### **Mode de contrôle des connaissances :**

Mid-term 1 : 25%

Mid-term 2 : 25%

Final Exam : 50%

**Coefficient :** 1

### **Bibliographie, lectures recommandées :**

- Daudin, G., LeBlanc, E., Patureau, L. and Lanata Briones, C. T. (eds) (2016) *Macroeconomics: Major Issues*, Paris: Pearson.
- Dervis, K. (2012). *Convergence, Interdependence and Divergence*, Finance & Development, pp.10-14
- Pritchett, L. (1997). *Divergence, Big Time*, Journal of Economic Perspectives, vol. 11, no.3, pp. 3-17
- Rodrick, D. (2011). *The Future of Economic Convergence*, mimeo.
- Sachs, J.D. & Warner, A.M. (1995). *Economic Convergence and Economic Policies*, NBER Working Paper, no 5039.

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## **Microeconomics - Producer behaviour theory**

**ECTS :** 3

**Enseignants :** PASQUALE FORESTI, JASON LERMYTE

**Langue du cours :** Anglais

**Volume horaire :** 18

### **Description du contenu de l'enseignement :**

The course aims at (1) developing the economic theory of the producer, (2) introducing the concepts of partial equilibrium, surpluses, and deadweight loss and (3) presenting the concept of general equilibrium and pareto efficiency.

### **Compétences à acquérir :**

By the end of this module, students will have demonstrated:

#### **Knowledge**

1. An ability to understand/use the following concepts/tools : a production function (Cobb-Dougllass), an isoquant, a Marginal Rate of technical Substitution of factors of production (MRTS), a marginal and an average productivity, a production (marginal, average) cost function.
2. An ability to analyse the concept of return to scale (increasing-decreasing-constant) and its implication.
3. An ability to determine how a producer determines its optimal allocation of factors of production (construction of the demand functions of factors of production).
4. An ability to analyse the producer short term optimal quantity in a pure and perfect competitive framework (which leads to the construction of the individual supply function of goods).
5. An ability to understand the long term dynamic and the establishment of the equilibrium at the branch level.
6. An ability to understand/use the following concept/tools : partial equilibrium, surpluses, deadweight loss and how they evolve with public intervention.
7. An ability to determine a general equilibrium (with and without production) and how to assess of its efficiency (using Pareto criteria).

#### **Skills**

8. An ability (1) to determine mathematically and graphically an isoquant, a Marginal Rate of technical Substitution of factors of production (MRTS), a marginal and an average productivity, a production cost function, a marginal cost and an

average cost and (2) to interpret, explain comment the results obtained.

9. An ability (1) to determine mathematically and graphically an optimal allocation of factors of production (construction of the demand functions of factors of production) and (2) to interpret, explain comment the results obtained.

10. An ability to determine mathematically and graphically (1) the profit and shut down thresholds of a firm (2) a short term optimal quantity produced by a firm in a pure and perfect competitive framework and (3) the construction of the individual supply function of goods for a firm.

11. In a context of pure and perfect competition, an ability (1) to determine mathematically and graphically a partial equilibrium, surpluses (or change in surpluses) for each economic agents and, deadweight-losses and (2) to interpret, explain comment the results obtained.

12. In a context of pure and perfect competition, an ability (1) to determine mathematically and graphically a general equilibrium (with or without production), (2) to demonstrate whether this equilibrium is pareto optimal or not (3) to analyse how this equilibrium could be impacted if some parameters were to change.

13. An ability to use and adapt economic concepts studied in class on new topics, situation, context.

#### **Values and Attitudes**

14. An ability to take responsibility for their studies in and outside of class and to be proactive and take initiative for further individual development.

15. An ability to work effectively, and appropriately with others in class.

#### **Mode de contrôle des connaissances :**

un contrôle continu (50%) et un examen (50%)

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## **Social sciences and methods : State and Democracy**

**ECTS :** 4

**Enseignant responsable :** ANICEE VAN ENGELAND

**Langue du cours :** Anglais

**Volume horaire :** 36

#### **Description du contenu de l'enseignement :**

This course is an undergraduate-level introduction to political science.

The course, in broad terms, comes in two halves. The first part deals with different aspects of international politics most relevant to the Euro-Atlantic area, examining shifts in the European security environment as well as the institutional mechanisms for managing competition amongst nation-states in the contemporary world. Here, the aim is to furnish students with an understanding of the way in which international relations have evolved since the end of the Cold War. The second part deals more directly with the foundations of political organisation, critically evaluating with students key concepts such as democratic governance, freedom and social movements.

Focusing on political order in the domestic and international contexts, this course explores the nature of political organisation and the causes of conflict. It is a course in its own right to reflect on *the* political underpinnings of the contemporary European states system. But it also serves as a foundation for more specialised courses in Political Science/ International Relations at the graduate level.

#### **Compétences à acquérir :**

This module introduces the principles of political organisation in both domestic and international politics. By the end of this course, students will have acquired the empirical knowledge, theoretical understanding and transferable skills necessary to analyse, explain and evaluate institutions, politics and legitimacy. Students should further be able to discuss critically, and write knowledgeably, about major issues in politics.

At the end of the course, students should be able to think, talk and write in an informed, critical and theoretical manner about on-going developments in political organisation in domestic and international system.

#### **Mode de contrôle des connaissances :**

Etude de cas : présentation et rapport (50%) et dissertation (50%)

**Coefficient :** 1

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## **Introduction to private law and law**

**ECTS :** 3

**Enseignant responsable** : MARIA MATO PACIN

**Langue du cours** : Anglais

**Volume horaire** : 18

**Description du contenu de l'enseignement :**

After a previous introduction to the legal-private system, the students will begin the study of the subjects of law (natural person, legal entity, non-profit entities, mercantile societies, representation). This block of subjects will occupy the most sessions, since identifying and understanding the types and characteristics of the people who can be holders of rights and obligations is a necessary and essential previous piece for the assimilation of the rest of legal figures. The contents of the following lesson are conceived as a first approach to the basic concepts of private contracting, civil liability as well as property and other rights over things, subjects that will be subject of specific subjects during the following four quarters. To provide a more complete vision of the private legal system, the program includes the study of basic concepts on the patrimonial aspect of family law and inheritance. Thus, will be exposed the principles that govern the matrimonial economic regime and its incidence in the business sphere, on the one hand, and the hereditary transmission of the goods, on the other. As an essential closing, the course ends with the study of the mechanisms of judicial protection of the rights introduced throughout the course. It is intended that the student has a panoramic view of the different instruments that people have to prevent and protect against possible legal injuries and how it works.

**Compétences à acquérir :**

This course has as main objective to bring students to the main concepts of private law and legal reasoning methods. In this sense, the subject aims that the student is familiarized with the basics of the private legal system, understand and learn to handle legal concepts that will face in his professional life (some of which will be subject to deepening throughout the study plan in following classes) and acquire argumentation capacity.

**Mode de contrôle des connaissances :**

50% Research work given and participation in class (active class participation, preparation and readings, exercises)  
50% End of term MCQ assessment

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## Optimisation in Mathematics

**ECTS** : 4

**Enseignants** : MARIA DYMOVA, YONGJO LEE

**Langue du cours** : Anglais

**Volume horaire** : 36

**Description du contenu de l'enseignement :**

This subject tries to teach: - derive functions of one or two real variables - obtain notions of topology and its applications in  $\mathbb{R}^2$  - know how to find stationary points and find their nature for functions of one or two real variables - know the Taylor formulas (first and second order) and their applications - know how to optimize functions of two real variables with explicit restrictions - pose and solve problems taken from an economic situation with a mathematical model.

**Mode de contrôle des connaissances :**

**Grading Criteria**

Midterm 1	25%
Midterm 2	25%
Final Exam	50%

**Coefficient** : 1

**Bibliographie, lectures recommandées :**

- Isabelle Cato, Ivan gentil, Geneviève Pons. Mathématiques - Éléments de calculs différentiels pour l'économie. , Ellipses

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## Ecological challenges : Planetary Boundaries

**ECTS** : 2

**Enseignant responsable** : AUDE GRASSET (<https://moodle.psl.eu/course/view.php?id=28186>)



**Langue du cours** : Français

**Volume horaire** : 18

**Description du contenu de l'enseignement :**

The goal of this course is to enable the students to understand the physical, biological, and social mechanisms that drive global warming, the loss of biodiversity, and the chemical impregnation of living environments. We will cover different disciplines: from Physics to Sociology, Biology to History and Economics.

**Compétences à acquérir :**

At the completion of this course, the students will be able to:

- Understand and analyze the physical, biological, and social mechanisms that drive global warming;
- Understand and analyze the loss of biodiversity and the chemical impregnation of living environments.
- Approach to climate change and the different environmental challenges from an interdisciplinary perspective, combining disciplines from Physics to Sociology, Biology to History, and Economics.

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## English

**ECTS** : 3

**Enseignants** : JUAN IGNACIO DURAN, SEBASTIAN SALT

**Langue du cours** : Anglais

**Volume horaire** : 27

**Description du contenu de l'enseignement :**

I - Working conditions past and future- intro II - Case study Amazon + research III - Zero hour contracts + negotiations IV- Unions + negotiation role play V- Developing and Emerging Countries-intro VI- Land and environment- Sth Africa VII- NGOS + case study Haiti VIII- Trade not aid + NGO contracts role play IX - Green Economy intro X -Ethical production XI Green washing + essay + debate preparation XII Circular economy +parliamentary debate

**Compétences à acquérir :**

Students will work in two areas. In the theoretical level students will work on understanding complex texts about different topics: Work conditions, Developing and Emerging Countries, and the Green Economy, while studying vocabulary , correct usage of expressions, writing of academic essays, comprehension of written and oral English. An important part of the course is centred around soft skills in English: giving presentations- in groups and individually, round tables and debates. In the Lab level, students will research and work with the characteristics of English that will help their oral communication. Intonation, stress, paraverbal techniques, chunking, use of intonation to express different expressions.

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## Soft Skills and Employability

**ECTS** : 1

**Enseignant responsable** : CLOTILDE DE CACQUERAY

**Langue du cours** : Anglais

**Volume horaire** : 7.5

**Description du contenu de l'enseignement :**

Soft Skills and Employability aims at supporting students' reflections about their studies and professional projects in connection with their personal life while growing as individuals and learning how to interact with others and collaborate. Its main general objective during the three years of the bachelor's degree is to help each student start the process of finding his/her place in the working society and envisioning him/herself working happily and contributing to the world.

This first-year Soft Skills and Employability module introduces students to the foundational interpersonal and professional skills needed to navigate both academic environments and future workplaces.

Focusing on key areas such as effective listening, giving and receiving constructive feedback, CV writing, and digital awareness, the module equips students with tools to communicate clearly, collaborate with others, and present themselves professionally.

Through a blend of interactive workshops, reflective exercises, and real-world scenarios, students will begin to build the confidence and competencies necessary for personal and career development.



### Compétences à acquérir :

This is done through the development of the following three transversal competences:

- Adapting to new situations by becoming aware, experimenting with new tools or practices and using the group.
- Building one's pathway by formalising one's skills, identifying one's achievements and the areas that remain to be developed, and expressing one's values.
- Interacting and collaborating in a university context by seeing the workshop group as the beginnings of a working group, developing attentive listening to others, and by sharing tasks and roles within a group.

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### Options Semestre 2

## Post-Colonial Perspectives

ECTS : 2

Langue du cours : Anglais

Volume horaire : 24

### Description du contenu de l'enseignement :

What is postcolonial criticism? How to write a research paper Black and White Legends: A Brief History of Colonial Latin America Enlightenment and Revolution Washington, Napoleon and Hidalgo Simon Bolivar and the Independence for Hispanic America Building Nations ¿Los Indios¿ as Native Americans Oligarchy, Bourgeoisie, Foreign Interests Spain in the 19th Century The Monroe Doctrine Industrialization The Significance of 1898

### Compétences à acquérir :

This course will provide students with the following skills and knowledge:

- A broad knowledge of the modern and contemporary history of Latin America and Spain.
- Tools for the understanding of history as broad processes, reciprocally interacting, and occurring within a context.
- Have a thorough comprehension of the processes that shape the world today.
- Use of critical analysis for research.

### Bibliographie, lectures recommandées :

- Allende, Salvador. "El pueblo entrará conmigo a La Moneda" (1970). <https://discursosparalahistoria.wordpress.com/2010/03/05/el-pueblo-entrara-conmigo-a-la-moneda/>
- Allende, Salvador. "Salvador Allende, últimas palabras" (1973). <https://discursosparalahistoria.wordpress.com/2010/01/29/salvador-allende-ultimas-palabras/>
- Coy, Martin & Martin Pöhler. "Gated communities in Latin American megacities: case studies in Brazil and Argentina". *Environment and Planning B: Planning and Design* 29 (2002): 355-370.
- Ellacuría, Ignacio. "La teología de la liberación frente al cambio sociohistórico de América Latina". *Revista Latinoamericana de Teología* 12 (1987): 241-263.
- Fukuyama, Francis. "The End of History?". *The National Interest*, Summer 1989. <http://www.wesjones.com/eoh.htm>
- García Márquez, Gabriel. "La soledad de América Latina", discurso de aceptación del Premio Nobel (1982). [http://cvc.cervantes.es/actcult/garcia\\_marquez/audios/gm\\_nobel.htm](http://cvc.cervantes.es/actcult/garcia_marquez/audios/gm_nobel.htm)
- Leff, Enrique. "Cultura democrática, gestión ambiental y desarrollo sustentable en América Latina". *Ecología Política* 4 (1993): 47-55.
- Rodó, José Enrique. "Ariel" (1900). [https://es.wikisource.org/wiki/Ariel\\_\(Versi%C3%B3n\\_para\\_imprimir\)](https://es.wikisource.org/wiki/Ariel_(Versi%C3%B3n_para_imprimir))
- Sabato, Hilda. "On Political Citizenship in Nineteenth-Century Latin America". *The American Historical Review* 106.4 (2001): 1290-1315.
- \* Valero, Jesús et alii. "Análisis de la inmigración en España y la crisis económica", *Papeles de población* 20.80 (2014): 9-45.

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## Spanish

ECTS : 2

Langue du cours : Espagnol

Volume horaire : 24

### Description du contenu de l'enseignement :

1. THE SPANISH BUSINESS WORLD (III) AND HUMAN RESOURCES Learning to manage people and environments that favor communication in the workplace. Grammatical and lexical content: Sentences indicating opposition and contrast (concessive sentences). Preterit Imperfect de Subjunctive (uses). Exploitation of the film "The Method". 2. THE SPANISH BUSINESS WORLD (IV) AND WORKING CONDITIONS. Know and analyze working and employment conditions in Spain. Working hours, teleworking and work life balance. Grammatical and lexical content: Sentences marking time (alternating indicative/subjunctive) and lexical content related to the working environment. 3. THE SPANISH BUSINESS WORLD V: MARKETING AND ADVERTISING Organizing an advertising campaign. Creating a product and giving it value. Analyzing an advertising campaign. Grammatical and lexical content: Use of the Imperative to advise and motivate. Conditional sentences and their connectors. Preterit Imperfect and pluscuamperfect de subjunctive. 4. ANALYSIS OF CURRENT AFFAIRS Analyze a topic/issue in current Spanish society which is of interest to the student and the rest of the class. Writing a research paper and presenting it. Grammatical and lexical content: Search for information on reliable Spanish websites. Strategies for summarizing and outlining. Writing techniques (vocabulary, connectors, spelling, PowerPoint content, etc.) and oral presentation (intonation, diction, body language, etc.).

**Compétences à acquérir :**

To understand the Spanish labor environment from the perspective of Human Resources. To learn about working and employment conditions in Spain and compare them with other countries. Analyze Spanish companies that stand out for their exemplary labor practices. Carry out an advertising campaign and learn techniques to add value to a product. Write a paper analyzing a situation in current Spanish society and present it in class.

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