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## Ludivine DUVAL

**Department of Finance, Audit & Accounting**  
**Faculty position: Associate Professor of Finance**

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**Ludivine DUVAL** is Associate Professor at ISG INTERNATIONAL BUSINESS SCHOOL. She holds a Ph.D. in Management Sciences and is specialized in the field of Finance. Her current professional activity is teaching and research: her areas of publication are international management, corporate finance, wine business. Her teaching specializations are corporate finance, financial analysis, mergers & acquisitions and international finance.

### Teaching Areas

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Course 1: Introduction of corporate finance  
Course 2: Financial Analysis  
Course 3: Corporate Finance  
Course 4: Mergers & Acquisitions

### Research Interests

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Interest 1: Financial Performance  
Interest 2: Wine Business  
Interest 3: International Management

## Education

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2015

PhD in Finance, Rennes 1 University, France, "**Performance export: influence des stratégies et des politiques à l'exportation-Le cas de la filière vin en France**"

2002- 2003

HEC BUSINESS SCHOOL, Paris, Master in International Finance

1999-2002

E.N.S.A.R. (Ecole Nationale Supérieure Agronomique de Rennes), Rennes. Master of Engineering in Agronomy. Specialisation in Economy

## Teaching Experience

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2016-2020

Professor of Corporate Finance in HEC and Sciences-Po, Paris

2014-2015

-Teaching Assistant at ISG International Business School, Paris, France

-Teaching Assistant at Agrosup Dijon, Dijon, France

## Other Professional Experience

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2011-2015 – CREDIT AGRICOLE SA, Paris, France

Department of Agriculture and Agri-Food

Relationship manager in charge of wine and spirit

2009-2010 – LE CRÉDIT LYONNAIS, Groupe Crédit Agricole, Lille, France

Corporate banker

2003-2009 – CREDIT AGRICOLE CORPORATE AND INVESTMENT BANK, Paris, France

Loan Syndication Western Europe – Origination – Agribusiness, Retail, Civil engineering

Associate Director

- General corporate, acquisition, and crossover related financings in the agri-business, retail and civil engineering sectors
- Structuring and arrangement of syndicated financings as MLA in the EU loan market
- Negotiation of mandate, term sheet and credit documentations including security package and intercreditor agreement
- Management of day-to-day relationships with clients, identification of new business opportunities with existing clients and potential clients

- Excellent track record in working alongside other internal divisions of the bank (DCM – investment grade & high-yield bonds, private placements, Structured Finance and M&A) as well as with financial partners and well established law firms

## Publications

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### *Articles in refereed journals*

DUVAL (2017), **Performance export des entreprises vitivinicoles françaises. Influence des stratégies et des politiques à l'exportation**", *Economie Rurale*, n° 362 (novembre-décembre 2017)

DUVAL (2015), **Analysis of the determinants of export modes used by French wine businesses**, *International Journal of Entrepreneurship and Small Business*

### *Conference Presentations*

DUVAL (2016), **Adéquation du mode d'exportation avec la stratégie concurrentielle à l'export comme déterminant de la performance export – le cas de la filière vin en France**, 6ème conférence Atlas AFMI - Association Francophone de Management International du 6 au 8 juin 2016 à Nice.

### *Chapters in Books*

DUVAL et VIVIANI (2019), **chapter 6 : Politique commerciale, stratégie et performance à l'export**, Ouvrage : Management et Marketing du Vin, Editor : ISTE.

### *Professional Articles*

### *Articles in non-refereed journals*

## Professional Associations

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## Reviewing Activity

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## Scientific Awards

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