



Ludivine DUVAL

Department of Finance

Professor in Finance

Faculty Position: Assistant Professor

Ludivine DUVAL is assistant professor at the ISG International Business School. She holds a Ph.D. in Finance.

- Her area of publication concerns international management, corporate finance, wine business.
- Her teaching specializations concerns corporate finance and international management. She is responsible for the course of corporate finance, financial analysis, international strategy and international finance.

Teaching Areas

Course 1: Corporate Finance

Course 2: Financial Analysis

Course 3: Merger & Acquisition

Course 4: International Finance

Research Interests

Interest 1: Financial performance

Interest 2: International Management

Interest 3: Wine Business

Education

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 Experiences

2014-2017

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

-Teaching Assistant at Agrosup Dijon, Dijon, France

Other Professional Experiences

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

Articles

Duval, L., Maurel, C., & Viviani, J. L. (2016), **Analysis of the determinants of export modes used by French wine businesses**, *International Journal of Entrepreneurship and Small Business*, 29(4), 627-650.

Conference Presentations

DUVAL L. et VIVIANI J-L. (2017), **Influence of Firm Strategies on the Relationship between Product Adaptation/Standardization and Firm Export Performance: The case of the French Wine Industry**, *AIB 2017 Dubai Conference*.

DUVAL L. et VIVIANI J-L. (2017), **Influence of Firm Strategies on the Relationship between Product Adaptation/Standardization and Firm Export Performance: The case of the French Wine Industry**, *7ème conférence Atlas AFMI - Association Francophone de Management International du 2 au 4 mai 2017 à l'INSCAE, Antananarivo (Madagascar)*.

DUVAL (2016), **Performance export des entreprises vitivinicoles françaises : Influence des stratégies et des politiques à l'exportation**, *10^{ème} Journées de recherches en sciences sociales du 8 et 9 décembre 2016 à la Défense*.

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*.