

## First Year

*Notice* : Ce programme n'est accessible qu'aux étudiants qui répètent la 3<sup>e</sup> ingénieur et qui ne souhaitent pas s'inscrire en 3<sup>e</sup> année de bachelier.

### Compulsory courses

MATH0433-1	<i>Advanced Mathematics</i> - Pascal DUPONT	30	-	-	2
ECON0886-1	<i>Financial Economy</i> - Danielle SOUGNÉ	30	-	-	2,5
GEST0912-1	<i>Human resources management</i> - Jean-Pierre VOOS	30	-	-	2
MATH0453-1	<i>Mathematical statistics (english)</i> - Guy ANSION	30	-	-	3
GEST1037-1	<i>Operations management (english)</i> - Isabelle PAYS, Thierry PIRONET	30	-	-	3
GEST1039-1	<i>Business simulation</i> - Wilfried NIESSEN - [30h Mon. WS]	-	-	[+]	2
GEST0890-1	<i>Management Accounting</i> - Anne CHANTEUX	30	-	-	2
GEST1035-1	<i>Management science (english)</i> - Thierry HOUBEN	30	-	-	2
MATH0455-1	<i>Advanced probability and statistics (english)</i> - Guy ANSION	30	-	-	3
PHYS0927-1	<i>Introduction to electronic and electrotechnic</i> - Pierre DENEYE	60	-	-	5
CHIM0616-1	<i>Life sciences</i> - Benoît DE WOLF	30	-	-	2,5
GEST0885-1	<i>Financial analysis</i> - Jacques BERWART	30	-	-	2
GEST0891-1	<i>Company Accounting</i> - Frédéric DAERDEN	30	-	-	2,5
DROI0792-1	<i>Tax law</i> - Jean-Pierre BOURS	60	-	-	4,5
ECON0890-1	<i>Introduction to Public Economy</i> - Willy DELFLYS, Didier REYNDERS	30	-	-	2
PHYS0926-1	<i>Laboratory of fundamental sciences</i> - Christine BERTRAND, Pierre DENEYE, Aude NIFFLE , Thierry PIRONET	45	-	-	4
MATH0456-1	<i>Financial mathematics</i> - André ROCHEZ	30	-	-	2
INFO0927-1	<i>Introduction to databases</i> - Eric VYNCKE	30	-	-	2
CHIM0615-1	<i>Industrial chemistry</i> - Benoît DE WOLF	30	-	-	2,5
DROI0739-1	<i>Labor Law</i> - Paul CRAHAY	30	-	-	2
LANG0313-1	<i>English language for management / Business English</i> - Jean CUPERS	30	-	-	2,5

### Optional courses

Choose two of the following language courses :

LANG0317-1	<i>German language for management</i> - Sylvia DEROOSE	30	-	-	2,5
LANG0319-1	<i>Business Espanish</i> - Bernard THIRY	30	-	-	2,5
LANG0321-1	<i>Italian language for management / Business Italian</i> - Silvia LUCCHINI	30	-	-	2,5
LANG0323-1	<i>Japanese language for management / Business Japanese</i> - Ching Lin PANG	30	-	-	2,5
LANG0325-1	<i>Business Dutch</i> - Baudoin YANS	30	-	-	2,5
LANG0327-1	<i>Portuguese language for management / Business Portuguese</i> - Patricia PETIT	30	-	-	2,5

## Second Year

### Compulsory courses

GEST0900-1	<i>Environment &amp; Industrial Ecology</i> - Joseph SMITZ	30	-	-	2
ECON0897-1	<i>Economic Policy</i> - Willy DELFLYS, Didier REYNDERS	30	-	-	2
MARK0760-1	<i>Séminaire de marketing stratégique</i> - Henri GUTMAN, Jean TONDEUR	30	-	-	2
PHYS0924-1	<i>Technologies of materials</i> - Pierre ROCHUS	15	-	-	2
INFO0926-1	<i>Telecommunications</i> - Pierre ROCHUS	15	-	-	2
PHYS0928-1	<i>Laboratory of applied sciences</i> - Christine BERTRAND, Pierre DENEYE, Aude NIFFLE , Thierry PIRONET	45	-	-	3,5
GEST0903-1	<i>Corporate Financing</i> - Jacques BERWART	30	-	-	2
ECON0258-1	<i>Economie européenne (english)</i> - Joseph THARAKAN	30	-	-	2
PHYS0916-1	<i>Laboratory of industrial techniques</i> - Christine BERTRAND, Pierre DENEYE, Aude NIFFLE , Thierry PIRONET	30	-	-	3,5
GEST0926-1	<i>Decision Aid Methods</i> - N...	30	-	-	2
MATH0441-1	<i>Modeling &amp; Simulation</i> - Isabelle PAYS	30	-	-	2,5

# Study programmes 2007-2008

## HEC Management School - University of Liège

### Sales engineer

GEST0941-1	<i>Organization Theory and Practice</i> - Jocelyne ROBERT	30	-	-	2,5
LANG0314-1	<i>English language for management / Business English</i> - Jean CUPERS, Isabelle PEERE	30	-	-	2,5
ECON0900-1	<i>Traineeship in a Belgian / foreign company</i> - Brigitte BERTRAND - [150h Internship]	-	-	[+]	12

#### Optional courses

Follow-up to the language choice made in 3rd year Engineering :

LANG0292-1	<i>German language for management</i> - Sylvia DEROOSE	30	-	-	2,5
LANG0293-1	<i>Business Spanish</i> - Bernard THIRY	30	-	-	2,5
LANG0294-1	<i>Italian language for management / Business Italian</i> - Silvia LUCCHINI	30	-	-	2,5
LANG0295-1	<i>Japanese language for management / Business Japanese</i> - Ching Lin PANG	30	-	-	2,5
LANG0296-1	<i>Business Dutch</i> - Baudoïn YANS	30	-	-	2,5
LANG0297-1	<i>Portuguese language for management / Business Portuguese</i> - Patricia PETIT	30	-	-	2,5

Choose 5 courses from the following :

ECON0881-1	<i>International Trade</i> - Emile GOFFIN	30	-	-	2,5
ECON0885-1	<i>European Media Economy</i> - Michel HERMANS	30	-	-	2,5
DROI0781-1	<i>Environmental law</i> - Michel DELNOY, Patrick HENRY	30	-	-	2,5
GEST1012-1	<i>Corporation evaluation</i> - Alain SCHOCKERT	30	-	-	2,5
GEST0920-1	<i>Introduction to Consolidation</i> - Danielle SOUGNÉ	30	-	-	2,5
ECON0891-1	<i>Interdisciplinary Workshop on North-South relations (seminar)</i> - Sandra DELFORGE, Aude NIFFLE	30	-	-	2,5
GEST0922-1	<i>Change in Companies and Organizations</i> - Jocelyne ROBERT	30	-	-	2,5
MARK0771-1	<i>Marketing intelligence seminary</i> - Jean TONDEUR	30	-	-	2,5
MARK0772-1	<i>Customer relationship management (english)</i> - Claude BOFFA, Henri GUTMAN, Jean TONDEUR	30	-	-	2,5
GEST0938-1	<i>Insurance Legislation &amp; Techniques</i> - André ROCHEZ	30	-	-	2,5
[...]	Au moins 2 cours de la "Liste A", valorisés chacun ici pour 2,5 ECTS				
CHIM0617-1	<i>Introduction to biotechnologies</i> - N...	30	-	-	2,5
GEST0944-1	<i>Corporation and environment</i> - Joseph SMITZ	30	-	-	2,5
INFO0930-1	<i>Information technology (english)</i> - Bernard CAEYMAEX	30	-	-	2,5
GEST1024-1	<i>Supply chain management (english)</i> - Jacques DOZO	30	-	-	2,5
[...]	Au moins 2 cours de la "Liste B", valorisés chacun ici pour 2,5 ECTS				
ECON0889-1	<i>International Relations Organizations</i> - Michel HERMANS	30	-	-	2,5
DROI0753-1	<i>European Economic Law</i> - Michel DE WOLF	30	-	-	2,5
MARK0757-1	<i>International marketing (english)</i> - Claire GRUSLIN	30	-	-	2,5
GEST0915-1	<i>Financial Management (seminar) (reserved for Licence students)</i> - Danielle SOUGNÉ	30	-	-	2,5
GEST1036-1	<i>Management control and budgeting (english)</i> - Gabriele CATANIA	30	-	-	2,5

#### List A

CHIM0617-1	<i>Introduction to biotechnologies</i> - N...	30	-	-	2,5
GEST0944-1	<i>Corporation and environment</i> - Joseph SMITZ	30	-	-	2,5
INFO0930-1	<i>Information technology (english)</i> - Bernard CAEYMAEX	30	-	-	2,5
GEST1024-1	<i>Supply chain management (english)</i> - Jacques DOZO	30	-	-	2,5

#### List B

ECON0889-1	<i>International Relations Organizations</i> - Michel HERMANS	30	-	-	2,5
DROI0753-1	<i>European Economic Law</i> - Michel DE WOLF	30	-	-	2,5
MARK0757-1	<i>International marketing (english)</i> - Claire GRUSLIN	30	-	-	2,5
GEST0915-1	<i>Financial Management (seminar) (reserved for Licence students)</i> - Danielle SOUGNÉ	30	-	-	2,5
GEST1036-1	<i>Management control and budgeting (english)</i> - Gabriele CATANIA	30	-	-	2,5

### Third Year

#### Compulsory courses

GEST0932-1	<i>Manager Training (seminar)</i> - Jean-Marie DUJARDIN, Jocelyne ROBERT	45	-	-	3,5
MATH0444-1	<i>Operational Research</i> - Louis ESCH	30	-	-	2,5
INFO0928-1	<i>Business information systems</i> - Alain DUBOIS, Wilfried NIESSEN	30	-	-	2,5
GEST1049-1	<i>General and strategic management (Workshop)</i> - Jean-Pierre BAEYENS, Philippe BARZIN, Marc DESCHAMPS, Claire GRUSLIN, Michel SCHOONBROODT	60	-	-	4

# Study programmes 2007-2008

## HEC Management School - University of Liege

### Sales engineer

GEST1040-1	<i>Technology: state of the art</i> - Pierre DENEYE	30	-	-	2,5
LANG0315-1	<i>English language for management / Business English</i> - Isabelle PEERE	30	-	-	2,5
GEST0934-1	<i>Project</i> - Sophie LERUTH - [330h AUTR]	-	-	[+]	30

#### Optional courses

Paths taken according to the language chosen in 4th year Engineering :

LANG0298-1	<i>German language for management / Business German</i> - Sylvia DEROOSE	30	-	-	2,5
LANG0299-1	<i>Business Spanish</i> - Bernard THIRY	30	-	-	2,5
LANG0303-1	<i>Italian language for management / Business Italian</i> - Silvia LUCCHINI	30	-	-	2,5
LANG0300-1	<i>Japanese language for management / Business Japanese</i> - Ching Lin PANG	30	-	-	2,5
LANG0301-1	<i>Business Dutch</i> - Baudoin YANS	30	-	-	2,5
LANG0302-1	<i>Portuguese language for management / Business Portuguese</i> - Patricia PETIT	30	-	-	2,5

Choose two courses out of the following :

CHIM0618-1	<i>Interdisciplinary seminar of biotechnologies</i> - Patrick DU JARDIN	30	-	-	2,5
GEST1032-1	<i>Interdisciplinary Workshop on environment and energy</i> - Joseph SMITZ	30	-	-	2,5
INFO0932-1	<i>Interdisciplinary seminar about ICT (new Information and Communication Technologies)</i> - André BLAVIER, Bernard CAEYMAEX, Damien JACOB	30	-	-	2,5
GEST1033-1	<i>Interdisciplinary Workshop on integrated supply chain</i> - Robert NONDONFAZ, Isabelle PAYS, Thierry PIRONET	30	-	-	2,5

Choose one of the following courses :

GEST0887-1	<i>Advanced Auditing</i> - Michel GRIGNARD	30	-	-	2,5
GEST0892-1	<i>Accounting &amp; Taxation</i> - Danielle SOUGNÉ	30	-	-	2,5
DROI0733-1	<i>Law of International Business Contracts</i> - Paul CRAHAY	30	-	-	2,5
DROI0781-1	<i>Environmental law</i> - Michel DELNOY, Patrick HENRY	30	-	-	2,5
DROI0793-1	<i>Propriété intellectuelle</i> - Dominique KAESMACHER	30	-	-	2,5
MARK0770-1	<i>Distribution (B2B, B2C) (english)</i> - Claude BOFFA	30	-	-	2,5
MARK0746-1	<i>E-business (english)</i> - Philippe VAN DER MERSCH	30	-	-	2,5
ECON0905-1	<i>Social Economics</i> - Sybille MERTENS DE WILMARS	30	-	-	2,5
FINA0045-1	<i>Analysis of Accounting and Financial Files (seminar)</i> , - Jean-Pascal LABILLE	30	-	-	2,5
GEST1051-1	<i>International finance (english)</i> - Aline MULLER	30	-	-	2,5
DROI0741-1	<i>Business taxation</i> - Isabelle RICHELLE	30	-	-	2,5
GEST0942-1	<i>Executives management in international contexts</i> - Jocelyne ROBERT	30	-	-	2,5
MARK0724-1	<i>Sales Management (seminar)</i> , - Jean TONDEUR	30	-	-	2,5
GEST1038-1	<i>International management (english)</i> - Jean LAHAUT	30	-	-	2,5
ECON0893-1	<i>Public Management</i> - Willy DELFLYS, Didier REYNDERS	30	-	-	2,5
GEST1017-1	<i>Marché du travail, recrutement et sélection de personnel</i>	30	-	-	2,5
GEST1048-1	<i>International accounting standards (IFRS)</i> - Patrice SCHUMESCH	30	-	-	2,5
GEST1010-1	<i>Financial operations</i> - André ROCHEZ	30	-	-	2,5
GEST0929-1	<i>Organization and Management of Financial Institutions</i> - N...	30	-	-	2,5
ECON0898-1	<i>Contemporary International Relations</i> - Michel HERMANS	30	-	-	2,5