

## First Year

### Compulsory courses

LANG0805-2	<i>English for Management (L1) Level 4</i> (english) - Michèle JOHNSON	30	-	-	3
DROI0898-1	<i>Belgian and international company tax law</i> - Jean-Pierre BOURS	24	-	-	4
FINA0044-1	<i>Strategic Performance Management</i> (english) - Gabriele CATANIA	24	-	-	4
MARK0773-1	<i>Strategic Marketing</i> - Cécile DELCOURT, Thomas FROELICHER, Henri GUTMAN, Jean TONDEUR	24	-	-	4
INFO2039-1	<i>Management Information Systems</i> - Alain DUBOIS, Wilfried NIESSEN	24	-	-	3
MQGE0005-2	<i>Quantitative Methods in Management</i> (english)				3
	- <i>Partim Operations Research</i> - Yasemin ARDA	12	-	-	
	- <i>Partim Statistics</i> - Cédric HEUCHENNE	12	-	-	
GRHO0003-1	<i>Managing change</i> - Olivier LISEIN, François PICHault	24	-	-	4
GEST1079-1	<i>Entrepreneurship</i> (english) - Jean-Marie CHOFFRAY	24	-	-	4
GEST1095-8	<i>Preparation to the Final Work</i> - Annie CORNET - [10h AUTR]	15	-	[+]	2
GEST1080-1	<i>Preparation seminar to Management</i> - Jean-Marie DUJARDIN, Jocelyne ROBERT	12	-	-	2

### Optional courses

Continuation of the choice of second language taken during the bachelors :

LANG0806-2	<i>German for management (L2) level 4</i> (german) - Françoise CARL	30	-	-	3
LANG0807-1	<i>Spanish for Management (L2) Level 4</i> (espagnol) - Bernard THIRY	30	-	-	3
LANG0808-2	<i>Italian for Management (L2) Level 4</i> (italien) - Silvia LUCCHINI	30	-	-	3
LANG0899-1	<i>Chinese for management (L2) level 4</i> - Ching Lin PANG	30	-	-	3
LANG0809-2	<i>Japanese for Management (L2) Level 4</i> (japonais) - Ching Lin PANG	30	-	-	3
LANG0810-2	<i>Business Dutch (L2) level 4</i> (dutch) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	3
LANG0811-2	<i>Portuguese for Management (L2) Level 4</i> (portugais) - Angélica DA SILVA CARVALHO	30	-	-	3
LANG0812-2	<i>Dutch for management (L2) Beginners 1</i> (dutch) - Nicole ENGELEN, François LEJEUNE	30	-	-	3
LANG0813-2	<i>German for management (L2) level beginners 1</i> (german) - Marie MAWHIN	30	-	-	3

Choose one module from :

#### Module 1 : Finance and Control

Choose courses totalling 20 credits out of the following :

DROI0899-1	<i>In-depth commercial law</i> - Benoît KOHL	24	-	-	4
FINA0013-1	<i>Valuation</i> - Alain SCHOCKERT	24	-	-	4
FINA0009-1	<i>Options, Futures and Other Derivative Securities</i> (english) - Aline MULLER	24	-	-	4
FINA0010-1	<i>Organization and Management of Financial Institutions</i> - Jacques BERWART	24	-	-	4
FINA0014-1	<i>In-depth Financial Management</i> - Jacques BERWART	24	-	-	4
FINA0021-1	<i>Introduction to Consolidation</i> - Danielle SOUGNÉ	24	-	-	4
FINA0015-1	<i>Internal Control</i> - Dominique HERMANS	24	-	-	4
FINA0012-1	<i>Asset and Portfolio Management</i> (english) - Séverine PLUNUS	24	-	-	4
FINA0026-1	<i>Accountancy and Taxation</i> - Danielle SOUGNÉ	24	-	-	4

#### Module 2 : Marketing and Organisations

Choose courses totalling 20 credits out of the following :

GRHO0005-1	<i>Human resources management: in-depth concepts</i> - François PICHault	24	-	-	4
GRHO0006-1	<i>Strategic challenges of skills and training management</i> - Jean-Marie DUJARDIN	24	-	-	4
GEST0123-3	<i>SME Acquisition</i> - Bernard SURLÉMONT	24	-	-	4
GEST0279-1	<i>Project Management : methodology and a case study</i> (english) - Marc DOORENBOS	24	-	-	4
MARK0780-1	<i>Strategic Brand Management</i> (english) - Charles PAHUD DE MORTANGES	24	-	-	4
MARK0774-1	<i>Strategic Market Planning for New Products and Services</i> (english) -	24	-	-	4

AHUD DE MORTANGES

MARK0778-1	(pas organisé en 2009-2010) <i>Integrated Marketing Communication</i> (english) - N...	24	-	-	4
MARK0779-1	<i>Consumer Behaviour</i> (english) - Céline BRANDT	24	-	-	4
MARK0762-1	<i>Marketing Services</i> (english) - Muriel TOUSSIROT	24	-	-	4
ECON0016-3	<i>Labour Economics</i> - Sergio PERELMAN	24	-	-	4

#### Module 3 : Global Management

Continuation of the choice of third language taken during the bachelors

LANG0815-2	<i>German for management (L3) level 4</i> (german) - Françoise CARL	30	-	-	4
LANG0816-2	<i>Spanish for Management (L3) Level 4</i> (espagnol) - Bernard THIRY	30	-	-	4
LANG0817-2	<i>Italian for Management (L3) Level 4</i> (italien) - Silvia LUCCHINI	30	-	-	4
LANG0818-2	<i>Japanese for Management (L3) Level 4</i> (japonais) - Ching Lin PANG	30	-	-	4
LANG0900-1	<i>Chinese for management (L3) level 4</i> (chinois) - Ching Lin PANG	30	-	-	4
LANG0819-2	<i>Business Dutch (L3) level 4</i> (dutch) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	4
LANG0820-2	<i>Portuguese for Management (L3) Level 4</i> (portugais) - Angélica DA SILVA CARVALHO	30	-	-	4
LANG0821-2	<i>Dutch for management (L3) beginner 1</i> (dutch) - Nicole ENGELEN, François LEJEUNE	30	-	-	4
LANG0822-2	<i>German for management (L3) level beginners 1</i> (german) - Marie MAWHIN	30	-	-	4

Choose courses totalling 16 ECTS from the following :

GEST1077-1	<i>North / South Problems</i> - Sandra DELFORGE, Aude NIFFLE	24	-	-	4
ECON0922-1	<i>Media and Communication Economy</i> (english) - Michel HERMANS	24	-	-	4
ECON0258-2	<i>European Economics</i> (english) - Joseph THARAKAN	24	-	-	4
DROI0900-1	<i>Law of International Contracting</i> (english) - Paul CRAHAY	24	-	-	4
GRHO0008-1	<i>Managing senior staff and teams in an international context</i> - Jocelyne ROBERT	24	-	-	4
GEST0196-2	<i>International Management</i> (english) - Jean LAHAUT	24	-	-	4
GEST0279-1	<i>Project Management : methodology and a case study</i> (english) - Marc DOORENBOS	24	-	-	4
FINA0030-1	<i>Consolidation and IFRS : an introduction</i> (english) - Patrice SCHUMESCH	24	-	-	4

Choose 1 course of 4 credits among :

GEST1088-1	<i>Seminar on managerial and entrepreneurial activities</i> - Aude NIFFLE	-	[30h Mon.-	-	[+]	4
------------	---	---	------------	---	-----	---

- [...] courses of the 1st Module : Finance and Control
- [...] courses of the 2nd Module : Marketing and Organisations
- [...] courses of the 3rd Module : Global Management
- [...] the courses of the "research" group

#### List of courses from "research" group

RECH0005-1	<i>Qualitative method for research</i> - Annie CORNET	30	-	-	4
	<i>Notice</i> : Registration to this course only with a file				
RECH0006-1	<i>Quantitative method for research</i> - N...	-	-	-	4
	<i>Notice</i> : Registration to this course only with a file				
ECON0212-1	<i>Econometrics I</i> - Bernard LEJEUNE	30	15	-	4
MQGE0004-1	(pas organisé en 2009-2010) <i>Multivariate analysis applied to management</i> - Gentiane HAESBROECK (Even years)	24	-	-	4
STAT0803-1	<i>Forecasting: models and methods</i> - Cédric HEUCHENNE (Odd years)	24	-	-	4