

First Year

Compulsory courses

DROI1235-1	<i>Complements of tax law</i> - Jean-Pierre BOURS	18	-	-	3
DROI1236-1	<i>Complements of social law</i> - Paul CRAHAY	12	-	-	2
<i>Notice</i> : DROI0929-1, course given by E. Von Frenckell, for foreign students (5 ECTS) instead of the courses DROI1235-1 and DROI1236-1.					
GEST1079-3	<i>Entrepreneurship</i> (english language) - Jean-Marie CHOFFRAY	30	-	-	5
GEST3029-1	<i>International Strategy</i> (english language) - Thomas FROEHLICHER	18	-	-	3
INFO2039-2	<i>Management Information Systems</i> (english language) - Alain DUBOIS, Wilfried NIESSEN	30	-	-	5
GEST3030-1	<i>Development of managerial skills</i> - Jean-Marie DUJARDIN, Jocelyne ROBERT	12	-	-	2
MQGE0005-5	<i>Quantitative Methods in Management</i> (english language)				5
	- <i>Part</i> : <i>Operations Research</i> - Yasemin ARDA	15	-	-	
	- <i>Part</i> : <i>Statistics</i> - Cédric HEUCHENNE	15	-	-	
MARK0781-2	<i>Strategic Marketing</i> (english language) - Cécile DELCOURT, Henri GUTMAN, Jean TONDEUR	30	-	-	5
FINA0050-1	<i>Valuation and Capital Budgeting</i> (english language) - Laurent BODSON, Séverine PLUNUS, Alain SCHOCKERT, Danielle SOUGNÉ	30	-	-	5

Optional courses

Choose one of the following courses :

GRHO0003-4	<i>Managing change</i> - Olivier LISEIN, François PICHULT	30	-	-	5
GRHO0017-2	<i>Change Management</i> (english language) - Antonio GIANGRECO	30	-	-	5

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

Notice : Students for whom the Dutch or German course do not feature on their BAC programme have the possibility of replacing their second or third language by a beginners level Dutch or German course.

LANG0806-2	<i>German for management (L2) level 4</i> (german language) - Sylvia DEROOSE, Marie MAWHIN	30	-	-	3
LANG0807-1	<i>Spanish for Management (L2) Level 4</i> (spanish language) - Véronique PEIFFER	30	-	-	3
LANG0808-2	<i>Italian for Management (L2) Level 4</i> (italian language) - Silvia LUCCHINI	30	-	-	3
LANG1982-1	<i>Chinese for Management (L2) level 4</i> - Ching Lin PANG	30	-	-	3
LANG0810-2	<i>Business Dutch (L2) level 4</i> (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	3
LANG0812-2	<i>Dutch for management (L2) Beginners</i> (dutch language) - Nicole ENGELEN, François LEJEUNE	30	-	-	3
LANG0813-2	<i>German for management (L2) level beginners 1</i> (german language) - David HOMBURG, Marie MAWHIN	30	-	-	3
LANG0858-1	<i>French for Management (L2) beginner level 1</i> - ISLV	30	-	-	3

Notice : this cours is only open to non-French speaking students

Choose one of the following courses :

LANG1981-1	<i>Intercultural Studies - Part I</i> (english language) - Ching Lin PANG	30	-	-	2
LANG0815-2	<i>German for management (L3) level 4</i> (german language) - Sylvia DEROOSE, Marie MAWHIN	30	-	-	2
LANG0816-2	<i>Spanish for Management (L3) Level 4</i> (spanish language) - Véronique PEIFFER	30	-	-	2
LANG0817-2	<i>Italian for Management (L3) Level 4</i> (italian language) - Silvia LUCCHINI	30	-	-	2
LANG1983-1	<i>Chinese for Management (L3) level 4</i> - Ching Lin PANG	30	-	-	2
LANG0819-2	<i>Business Dutch (L3) level 4</i> (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	2
LANG0821-2	<i>Dutch for management (L3) beginner 1</i> (dutch language) - Nicole ENGELEN, François LEJEUNE	30	-	-	2
LANG0822-2	<i>German for management (L3) level beginners 1</i> (german language) -	30	-	-	2

Choose one option from the following :

Notice : each option given below is a prerequisite to access to the concerned focus,
offered in 2nd year of Master.

Option : "Human management and organization"

GRHO0006-2	<i>Strategic challenges of skills and training management</i> - Jean-Marie DUJARDIN	30	-	-	5
GRHO0005-2	<i>Human resources management : in-depth concepts</i> - François PICHAULT	30	-	-	5

Choose one of the following courses :

GRHO0013-3	<i>Managing diversity</i> - Annie CORNET	30	-	-	5
GEST3031-1	(pas organisé en 2010-2011) <i>Intercultural Studies</i> - N...	30	-	-	5

Notice : le responsable de la finalité spécialisée peut également permettre à
l'étudiant de choisir un cours proposé dans les programmes de master à l'Institut
de Sciences humaines et sociales ou en Faculté de Psychologie.

Option "Banking and Asset Management"

FINA0051-1	<i>Banking and Insurance</i> (english language) - Fabien BONIVER, Georges HÜBNER	30	-	-	5
FINA0052-1	<i>Financial Derivatives</i> (english language) - Aline MULLER	30	-	-	5
FINA0053-1	<i>Investments and Portfolio Management</i> (english language) - Séverine PLUNUS	30	-	-	5

Option "Financial Analysis and Audit"

FINA0011-2	<i>Audit</i> - Michel GRIGNARD, Henri OLIVIER	30	-	-	5
FINA0030-1	<i>Consolidation and IFRS</i> (english language) - Patrice SCHUMESCH	30	-	-	5
FINA0044-5	<i>Strategic Performance Management</i> (english language) - Gabriele CATANIA	30	-	-	5

Option : "Strategic intelligence and marketing"

GEST3032-1	<i>eBusiness and eCommerce</i> (english language) - André BLAVIER, Michael SCHYNS	30	-	-	5
GEST3033-1	<i>Strategic Intelligence and Geopolitics</i> - Michel HERMANS	30	-	-	5
GEST3034-1	<i>Multivariate Analysis for Marketing</i> (english language) - Gentiane HAESBROECK, Michael SCHYNS	30	-	-	5

Option "Social enterprise management"

GEST3035-1	<i>Introduction to social economy and social entrepreneurship</i> - Jacques DEFOURNY	30	-	-	5
GEST3036-1	<i>Social Innovation and Organisational Diversity</i> (english language) - Benjamin HUYBRECHTS	30	-	-	5
GEST3037-1	<i>Financing a social enterprise</i> - Sybille MERTENS DE WILMARS	30	-	-	5

Compulsory courses

DROI2351-1	<i>Droit social</i>	30	-	-	5
GEST1079-3	<i>Entrepreneurship</i> (english language) - Jean-Marie CHOFFRAY	30	-	-	5
GEST3029-1	<i>International Strategy</i> (english language) - Thomas FROELICHER	18	-	-	3
INFO2039-2	<i>Management Information Systems</i> (english language) - Alain DUBOIS, Wilfried NIESSEN	30	-	-	5
GEST3030-1	<i>Development of managerial skills</i> - Jean-Marie DUJARDIN, Jocelyne ROBERT	12	-	-	2
MQGE0005-2	<i>Quantitative Methods in Management</i> (english language) - Part : <i>Operations Research</i> - Yasemin ARDA - Part : <i>Statistics</i> - Cédric HEUCHENNE	12	-	-	5
MARK0781-2	<i>Strategic Marketing</i> (english language) - Cécile DELCOURT, Henri GUTMAN, Jean TONDEUR	30	-	-	5
FINA0050-1	<i>Valuation and Capital Budgeting</i> (english language) - Laurent BODSON, Séverine PLUNUS, Alain SCHOCKERT, Danielle SOUGNÉ	30	-	-	5

Optional courses

Choose one of the following courses :

GRHO0003-4	<i>Managing change</i> - Olivier LISEIN, François PICHAULT	30	-	-	5
GRHO0017-2	<i>Change Management</i> (english language) - Antonio GIANGRECO	30	-	-	5

Choose one language course from the following :

Notice : only students who have followed an "advance" level course in the Bachelor can replace this language by another "elementary" level language.

LANG1925-1	<i>German 4 - N...</i>	30	-	-	5
LANG1926-1	<i>Advanced German 4 - N...</i>	30	-	-	5
LANG1927-1	<i>Spanish 4 - N...</i>	30	-	-	5
LANG1928-1	<i>Advanced Spanish 4 - N...</i>	30	-	-	5
LANG1929-1	<i>Italian 4 - N...</i>	30	-	-	5
LANG1930-1	<i>Advanced Italian 4 - N...</i>	30	-	-	5
LANG1931-1	<i>Dutch 4 - N...</i>	30	-	-	5
LANG1932-1	<i>Advanced Dutch 4 - N...</i>	30	-	-	5
LANG1933-1	<i>Elementary German 1 - N...</i>	30	-	-	5
LANG1934-1	<i>Elementary Spanish 1 - N...</i>	30	-	-	5
LANG1935-1	<i>Elementary Italian 1 - N...</i>	30	-	-	5
LANG1936-1	<i>Elementary Dutch 1 - N...</i>	30	-	-	5
LANG1954-1	<i>French beginner level 1</i>	30	-	-	5

Notice : this course is only open to non-French speaking students.

Choose one option from the following :

Notice : each option given below is a prerequisite to access to the concerned focus, offered in 2nd year of Master.

Option : "Human management and organization"

GRHO0006-2	<i>Strategic challenges of skills and training management</i> - Jean-Marie DUJARDIN	30	-	-	5
GRHO0005-2	<i>Human resources management : in-depth concepts</i> - François PICHAULT	30	-	-	5

Choose one of the following courses :

GRHO0013-3	<i>Managing diversity</i> - Annie CORNET	30	-	-	5
GEST3031-1	<i>Intercultural Studies - N...</i>	30	-	-	5

Notice : le responsable de la finalité spécialisée peut également permettre à l'étudiant de choisir un cours proposé dans les programmes de master à l'Institut de Sciences humaines et sociales ou en Faculté de Psychologie.

Option "Banking and Asset Management"

FINA0051-1	<i>Banking and Insurance</i> (english language) - Fabien BONIVER, Georges HÜBNER	30	-	-	5
FINA0052-1	<i>Financial Derivatives</i> (english language) - Aline MULLER	30	-	-	5
FINA0053-1	<i>Investments and Portfolio Management</i> (english language) - Séverine PLUNUS	30	-	-	5

Option "Financial Analysis and audit"

FINA0011-2	<i>Audit</i> - Michel GRIGNARD, Henri OLIVIER	30	-	-	5
FINA0030-1	<i>Consolidation and IFRS</i> (english language) - Patrice SCHUMESCH	30	-	-	5
FINA0044-5	<i>Strategic Performance Management</i> (english language) - Gabriele CATANIA	30	-	-	5

Option "Strategic intelligence and marketing"

GEST3032-1	<i>eBusiness and eCommerce</i> (english language) - André BLAVIER, Michael SCHYNS	30	-	-	5
GEST3033-1	<i>Strategic Intelligence and Geopolitics</i> - Michel HERMANS	30	-	-	5
GEST3034-1	<i>Multivariate Analysis for Marketing</i> (english language) - Gentiane HAESBROECK, Michael SCHYNS	30	-	-	5

Option "Social enterprise management"

GEST3035-1	<i>Introduction to social economy and social entrepreneurship</i> - Jacques DEFOURNY	30	-	-	5
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GEST3036-1	<i>Social Innovation and Organisational Diversity</i> (english language) - Benjamin HUYBRECHTS	30	-	-	5
GEST3037-1	<i>Financing a social enterprise</i> - Sybille MERTENS DE WILMARS	30	-	-	5

Second Year (perspectives 2011-2012)

Notice : focus open to students who have taken the "Strategic intelligence and marketing" option during the 1st year of Master.

Compulsory courses

GEST3039-1	<i>Corporate and Institutional Communication</i> (english language)	30	-	-	5
MARK0774-2	(pas organisé en 2010-2011) <i>Strategic Market Planning for New Products and Services</i> (english language)	30	-	-	5
GEST3040-1	<i>Veille stratégique</i>	30	-	-	5
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5
GSTG0014-4	<i>Stage</i>	-	-	-	10

Compulsory courses

GEST1076-1	<i>Strategy and Corporate Social Responsibility (Seminar)</i> (english language) - Nathalie CRUTZEN, Marc FOIDART, Thomas FROELICHER, Claire GRUSLIN, Maurice OLIVIER	30	-	-	5
GTFE0013-1	<i>Travail de fin d'études</i> - COLLÉGIALITÉ	-	-	-	20

Optional courses

Continuation of the choice of second language taken in the 1st year of the masters :

LANG0823-2	<i>German for management (L2) level 5</i> (german language) - Françoise CARL	30	-	-	3
LANG0824-2	<i>Spanish for Management (L2) Level 5</i> (spanish language) - Nicole GRUTMAN	30	-	-	3
LANG0825-2	<i>Italian for Management (L2) Level 5</i> (italian language) - Silvia LUCCHINI	30	-	-	3
LANG0827-2	<i>Business Dutch (L2) level 5</i> (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	3
LANG0829-2	<i>Dutch for Management (L2) Beginner 2</i> (dutch language) - Nicole ENGELEN, François LEJEUNE	30	-	-	3
LANG0830-2	<i>German for management (L2) level beginners 2</i> (german language) - Marie MAWHIN	30	-	-	3
LANG0909-1	<i>French for Management (L3) beginner level 2</i>	24	-	-	3
LANG1984-1	<i>Chinese for Management (L2) level 5</i> - Ching Lin PANG	30	-	-	3
LANG0908-2	<i>English for Entrepreneurs</i> - David HOMBURG	10	60	-	5

Notice : this course is only open to students who follow the professional focus in entrepreneurship.

Follow-up to the language choice made in the 1st year of Master :

LANG0885-1	<i>Intercultural Studies - Part II</i> (english language) - Ching Lin PANG	30	-	-	2
LANG0831-2	<i>German for management (L3) level 5</i> (german language) - Françoise CARL	30	-	-	2
LANG0832-2	<i>Spanish for Management (L3) Level 4</i> (spanish language) - Nicole GRUTMAN	30	-	-	2
LANG0833-2	<i>Italian for Management (L3) Level 5</i> (italian language) - Silvia LUCCHINI	30	-	-	2
LANG1985-1	<i>Chinese for Management (L3) level 5</i> - Ching Lin PANG	30	-	-	2
LANG0835-2	<i>Business Dutch (L3) level 5</i> (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	2
LANG0837-2	<i>Dutch for management (L3) beginner 2</i> (dutch language) - Nicole ENGELEN, François LEJEUNE	30	-	-	2
LANG0838-2	<i>German for management (L3) level beginners 2</i> (german language) - Marie MAWHIN	30	-	-	2

Compulsory courses

Master en sciences de gestion, à finalité spécialisée en intelligence
stratégique et marketing

GEST1076-1	<i>Strategy and Corporate Social Responsibility (Seminar)</i> (english language) - Nathalie CRUTZEN, Marc FOIDART, Thomas FROEHLICHER, Claire GRUSLIN, Maurice OLIVIER	30	-	-	5
GTFE0013-1	<i>Travail de fin d'études</i> - COLLÉGIALITÉ	-	-	-	20

Optional courses

Follow-up to the language choice made in the 1st year of Master :

LANG1938-1	<i>Allemand 5</i>	30	-	-	5
LANG1939-1	<i>Allemand avancé 5</i>	30	-	-	5
LANG1940-1	<i>Espagnol 5</i>	30	-	-	5
LANG1941-1	<i>Espagnol avancé 5</i>	30	-	-	5
LANG1942-1	<i>Italien 5</i>	30	-	-	5
LANG1943-1	<i>Italien avancé 5</i>	30	-	-	5
LANG1944-1	<i>Néerlandais 5</i>	30	-	-	5
LANG1950-1	<i>Néerlandais avancé 5</i>	30	-	-	5
LANG1945-1	<i>Allemand élémentaire 2</i>	30	-	-	5
LANG1946-1	<i>Espagnol élémentaire 2</i>	30	-	-	5
LANG1947-1	<i>Italien élémentaire 2</i>	30	-	-	5
LANG1948-1	<i>Néerlandais élémentaire 2</i>	30	-	-	5
LANG1955-1	<i>French beginner level 2</i>	30	-	-	5

Notice : this cours is only open to non-French speaking students

LANG0908-2	<i>English for Entrepreneurs</i> - David HOMBURG	10	60	-	5
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Notice : this course is compulsory and only open to students of the entrepreneurship focus