

## One-Year Master Programme (60 ECTS) (2010-2011 and 2011-2012 transitory programme)

### Compulsory courses

GRHO0001-1	<i>Human Resource Management and Industrial Relations</i> - François PICHULT	30	-	-	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
GTFE0015-1	<i>Final Work</i> - COLLÉGIALITÉ	-	-	-	15

### Optional courses

Choose one option from the following :

#### Option 1 : Corporate Management

DROI1235-1	<i>Complements of tax law</i> - Jean-Pierre BOURS	18	-	-	3
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
MQGE0005-5	<i>Quantitative Methods in Management</i> (english language) - Part : <i>Operations Research</i> - Yasemin ARDA - Part : <i>Statistics</i> - Cédric HEUCHENNE	15	-	-	5
[...]	One course among those offered in the professional focus of the 1st year of Master in Management (120 credits)				

Choose a second language course among the following :

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

#### Option 2 : European Public Management (programme in collaboration with IFAG - Bulgaria)

GEST1095-6	<i>Preparation to the Final Work</i> - Michel HERMANS	15	-	-	2
ECON0923-1	<i>Introduction to Macroeconomics and roles of the State in a Modern Economy</i> - Ibrahim CHITOU	30	-	-	4
SPOL0383-1	<i>European institutions (history, notions of citizenship, operations)</i> - Marianne DONY, Henri OBERDORFF	30	-	-	4
SPOL0384-1	<i>Principles and challenges of public administration</i> - Christian SERRADJI	15	-	-	2
DROI0901-1	<i>Fiscal policy</i> - Isabelle RICHELLE	15	-	-	2
FINA0049-1	<i>Accounting applied to authorities</i> - Christian SERRADJI	15	-	-	2
ECON0924-1	<i>European Structural Funds</i> - Michel CARRAUD	15	-	-	2
ECON0925-1	<i>Political, economic and social challenges in Europe</i> - Michel HERMANS	15	-	-	2
GRHO0009-1	<i>Managing human ability in the public sector</i> - Alain ERALY	15	-	-	2
ECON0926-2	<i>Economy of public finance</i> - Bernard JURION	30	-	-	4
GTRA0006-1	<i>Seminar (alternating themes)</i> - COLLÉGIALITÉ	30	-	-	4

## One-Year Master Programme (60 ECTS) (2012-2013 prospects)

### Compulsory courses

# Study programmes 2010-2011

## HEC Management School - University of Liège

### Master in Management Sciences

GRHO0001-1	<i>Human Resource Management and Industrial Relations</i> - François PICHULT	30	-	-	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
GTFE0015-1	<i>Final Work</i> - COLLÉGIALITÉ	-	-	-	15

#### Optional courses

Choose one option from the following :

##### Option 1 : Corporate Management

GEST3030-1	<i>Development of managerial skills</i> - Jean-Marie DUJARDIN, Jocelyne ROBERT	12	-	-	2
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 FROEHLICHER	18	-	-	3
INFO2039-2	<i>Management Information Systems</i> (english language) - Alain DUBOIS, Wilfried NIESSEN	30	-	-	3
MQGE0005-5	<i>Quantitative Methods in Management</i> (english language)				5
	- Part : <i>Operations Research</i> - Yasemin ARDA	15	-	-	
	- Part : <i>Statistics</i> - Cédric HEUCHENNE	15	-	-	

Choose one of the following courses :

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

##### Option 2 : European Public Management (programme in collaboration with IFAG - Bulgaria)

GEST1095-6	<i>Preparation to the Final Work</i> - Michel HERMANS	15	-	-	2
ECON0923-1	<i>Introduction to Macroeconomics and roles of the State in a Modern Economy</i> - Ibrahim CHITOU	30	-	-	4
SPOL0383-1	<i>European institutions (history, notions of citizenship, operations)</i> - Marianne DONY, Henri OBERDORFF	30	-	-	4
SPOL0384-1	<i>Principles and challenges of public administration</i> - Christian SERRADJI	15	-	-	2
DROI0901-1	<i>Fiscal policy</i> - Isabelle RICHELLE	15	-	-	2
FINA0049-1	<i>Accounting applied to authorities</i> - Christian SERRADJI	15	-	-	2
ECON0924-1	<i>European Structural Funds</i> - Michel CARRAUD	15	-	-	2
ECON0925-1	<i>Political, economic and social challenges in Europe</i> - Michel HERMANS	15	-	-	2
GRHO0009-1	<i>Managing human ability in the public sector</i> - Alain ERALY	15	-	-	2
ECON0926-2	<i>Economy of public finance</i> - Bernard JURION	30	-	-	4
GTRA0006-1	<i>Seminar (alternating themes)</i> - COLLÉGIALITÉ	30	-	-	4

## Two-Year Master Program (120 ECTS)

### First year (2010-2011 and 2011-2012 transitory programme)

### 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 : Operations Research</i> - Yasemin ARDA	15	-	-	
	- <i>Part : 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) - David HOMBURG, Marie MAWHIN	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 PICHULT	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 DEFURNY	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

**Second year (2011-2012 and 2012-2013 prospects)**

**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) -	30	-	-	3

LANG0909-1	AWHIN <i>French for Management (L3) beginner level 2</i>	24	-	-	<b>3</b>
	<i>Notice : this course is only open to non-French speaking students</i>				
LANG1984-1	<i>Chinese for Management (L2) level 5</i> - Ching Lin PANG	30	-	-	<b>3</b>
LANG0908-2	<i>English for Entrepreneurs</i> - David HOMBURG	10	60	-	<b>5</b>
	<i>Notice : this course is only open to students who follow the professional focus in entrepreneurship.</i>				

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

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

Choose one focus from the following :

#### Teaching focus

##### Compulsory courses

AESS0202-1	<i>General didactics: course and exercises ; observation placements ; reflexive practices</i> - Annick FAGNANT - [10h Internship]	30	10	[+]	<b>4</b>
AESS0140-1	<i>Professional ethics and training to neutrality and citizenship</i> - Véronique DORTU	25	-	-	<b>2</b>
AESS0143-1	<i>Educational Psychology of adolescents and young adults</i> - Annick FAGNANT	15	-	-	<b>2</b>
AESS0142-1	<i>Seminar on prevention and management of difficult school situations</i> - Jocelyne ROBERT	15	-	-	<b>2</b>
AESS0313-1	<i>Special teaching - course and exercises, Part 1</i> - Jean-Marie DUJARDIN	35	-	-	<b>3</b>
AESS0314-1	<i>Special teaching - course and exercises, Part 2</i> - Jean-Marie DUJARDIN	40	-	-	<b>4</b>
AESS0315-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 1</i> - Jean-Marie DUJARDIN	-	35	-	<b>3</b>
AESS0316-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 2</i> - Jean-Marie DUJARDIN	-	40	-	<b>5</b>
AESS0248-1	<i>Elements of sociology of education</i> - Jean-François GUILLAUME	10	-	-	<b>1</b>
AESS0247-1	<i>Views on cultural diversity</i> - Jérôme JAMIN	10	-	-	<b>1</b>
AESS0246-1	<i>Analysis of scholastic institutions and key-players, educational policies</i> - Jacqueline BECKERS	15	-	-	<b>1</b>
AESS0004-1	<i>Media education</i> - Geneviève VAN CAUWENBERGE	15	-	-	<b>1</b>
AESS0251-1	<i>Interdisciplinary focus</i> - Annick FAGNANT	6	-	-	<b>1</b>

##### Professional focus in human management and organization

*Notice : focus open to students who have taken the "Human management and organization" option during the 1st year of Master.*

##### Compulsory courses

GRHO0008-5	<i>Gestion des cadres et des équipes dans un contexte international</i>	30	-	-	<b>5</b>
GRHO0012-3	<i>Marché du travail, recrutement et sélection</i>	30	-	-	<b>5</b>
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	<b>5</b>
GSTG0014-1	<i>Stage</i>	-	-	-	<b>10</b>

##### Optional courses

Choose one of the following courses :

GRHO0014-4	<i>International Seminar on Strategic HRM (visites d'entreprises à l'étranger)</i> (english language)	30	-	-	<b>5</b>
GRHO0011-4	<i>Stratégies d'entreprise et nouvelles formes d'organisation</i>	30	-	-	<b>5</b>

*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

### Professional focus in Banking and Asset Management

*Notice* : focus open to students who have taken the "Banking and Asset Management" option during the 1st year of Master.

#### Compulsory courses

FINA0054-1	<i>Fund Industry</i> (english language)	30	-	-	<b>5</b>
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	<b>5</b>
GSTG0014-2	<i>Stage</i>	-	-	-	<b>10</b>

#### Optional courses

Choose two courses out of the following :

FINA0055-1	<i>Advanced Topics in Banking and Insurance</i> (english language)	30	-	-	<b>5</b>
FINA0056-1	<i>Droit et fiscalité des institutions et produits financiers</i>	30	-	-	<b>5</b>
FINA0023-4	<i>Financial Risk Management</i> (english language)	30	-	-	<b>5</b>
FINA0028-5	<i>International Finance</i> (english language)	30	-	-	<b>5</b>

### Professional focus in Financial Analysis and Audit

*Notice* : focus open to students who have taken the "Financial Analysis and Audit" option during the 1st year of Master

#### Compulsory courses

FINA0057-1	<i>Fiscalité approfondie</i>	30	-	-	<b>5</b>
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	<b>5</b>
GSTG0014-3	<i>Stage</i>	-	-	-	<b>10</b>

#### Optional courses

Choose two courses out of the following :

FINA0058-1	<i>Comptabilité approfondie et fiscalité</i>	30	-	-	<b>5</b>
DROI1237-1	<i>Droit commercial et des sociétés approfondi</i>	30	-	-	<b>5</b>
DROI1238-1	<i>Droit pénal de l'entreprise</i>	30	-	-	<b>5</b>
FINA0059-1	<i>Multinational Financial Management</i> (english language)	30	-	-	<b>5</b>

### Professional focus in strategic intelligence and marketing

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

### Professional focus in Social enterprise management

*Notice* : focus open to students who have taken the "Social enterprise management" option during the 1st year of Master.

### Compulsory courses

GEST3041-1	<i>Entrepreneuriat social et développement durable : applications sectorielles</i>	30	-	-	5
GEST3042-1	<i>Gouvernance et gestion des ressources humaines en entreprise sociale</i>	30	-	-	5
GEST3043-1	<i>Strategy and Marketing Management in Social Enterprises (english language)</i>	30	-	-	5
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5
GSTG0015-1	<i>Stage en entreprise sociale ou dans une structure liée à l'économie sociale</i>	-	-	-	10

### Professional focus in Entrepreneurship

Notice : focus only available on file (cf.admission)

### Prerequisites

GEST1096-1	<i>Preparatory module - Wilfried NIESSEN</i>	150	120	-	12
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### Compulsory courses

GEST3044-1	<i>Right-hand man - Sophie VOSSAERT</i>	10	130	-	7
GEST0211-3	<i>Création d'entreprises - Bernard SURLEMONT</i>	10	100	-	5
GEST0213-3	<i>Cession, acquisition, transmission d'entreprises - Frédéric LOVERIUS</i>	20	100	-	5
GEST0216-3	<i>Vente et négociation - Patrick CHALANT</i>	20	50	-	3
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5

### Optional courses

Choose one of the following courses :

GEST0278-3	<i>Communication internationale - Jean LAHAUT</i>	20	100	-	5
GEST0214-2	<i>Projet personnel - Bernard SURLEMONT</i>	10	110	-	5

## 1st year (2012-2013 prospects)

### Compulsory courses

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

### Optional courses

Choose one of the following courses :

GRHO0003-4	<i>Managing change - Olivier LISEIN, François PICHULT</i>	30	-	-	5
GRHO0017-2	<i>Change Management (english language) - Antonio GIANGRECO</i>	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 - Jean-Marie DUJARDIN</i>	30	-	-	5
GRHO0005-2	<i>Human resources management : in-depth concepts - François PICHHAULT</i>	30	-	-	5

Choose one of the following courses :

GRHO0013-3	<i>Managing diversity - Annie CORNET</i>	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 (english language) - Fabien BONIVER, Georges HÜBNER</i>	30	-	-	5
FINA0052-1	<i>Financial Derivatives (english language) - Aline MULLER</i>	30	-	-	5
FINA0053-1	<i>Investments and Portfolio Management (english language) - Séverine PLUNUS</i>	30	-	-	5

**Option "Financial Analysis and audit"**

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

**Option "Strategic intelligence and marketing"**

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

**Option "Social enterprise management"**

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

**Second year (2013-2014 prospects)**

**Compulsory courses**

GEST1076-1	<i>Strategy and Corporate Social Responsibility (Seminar) (english language) - Nathalie CRUTZEN, Marc FOIDART, Thomas FROELICHER, Claire GRUSLIN, Maurice OLIVIER</i>	30	-	-	5
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GTFE0013-1 *Travail de fin d'études* - 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 course is only open to non-French speaking students

LANG0908-2 *English for Entrepreneurs* - David HOMBURG 10 60 - 5

*Notice* : this course is compulsory and only open to students of the entrepreneurship focus

### Teaching focus

#### Compulsory courses

AESS0202-1	<i>General didactics: course and exercises ; observation placements ; reflexive practices</i> - Annick FAGNANT - [10h Internship]	30	10	[+]	4
AESS0140-1	<i>Professional ethics and training to neutrality and citizenship</i> - Véronique DORTU	25	-	-	2
AESS0143-1	<i>Educational Psychology of adolescents and young adults</i> - Annick FAGNANT	15	-	-	2
AESS0142-1	<i>Seminar on prevention and management of difficult school situations</i> - Jocelyne ROBERT	15	-	-	2
AESS0313-1	<i>Special teaching - course and exercises, Part 1</i> - Jean-Marie DUJARDIN	35	-	-	3
AESS0314-1	<i>Special teaching - course and exercises, Part 2</i> - Jean-Marie DUJARDIN	40	-	-	4
AESS0315-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 1</i> - Jean-Marie DUJARDIN	-	35	-	3
AESS0316-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 2</i> - Jean-Marie DUJARDIN	-	40	-	5
AESS0248-1	<i>Elements of sociology of education</i> - Jean-François GUILLAUME	10	-	-	1
AESS0247-1	<i>Views on cultural diversity</i> - Jérôme JAMIN	10	-	-	1
AESS0246-1	<i>Analysis of scholastic institutions and key-players, educational policies</i> - Jacqueline BECKERS	15	-	-	1
AESS0004-1	<i>Media education</i> - Geneviève VAN CAUWENBERGE	15	-	-	1
AESS0251-1	<i>Interdisciplinary focus</i> - Annick FAGNANT	6	-	-	1

#### Professional focus in human management and organization

*Notice* : focus open to students who have taken the "Human management and organization" option during the 1st year of Master.

#### Compulsory courses

GRHO0008-5	<i>Gestion des cadres et des équipes dans un contexte international</i>	30	-	-	5
GRHO0012-3	<i>Marché du travail, recrutement et sélection</i>	30	-	-	5
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5
GSTG0014-1	<i>Stage</i>	-	-	-	10

#### Optional courses

Choose one of the following courses :

# Study programmes 2010-2011

## HEC Management School - University of Liège

### Master in Management Sciences

GRHO0014-4	<i>International Seminar on Strategic HRM (visites d'entreprises à l'étranger)</i> (english language)	30	-	-	<b>5</b>
GRHO0011-4	<i>Stratégies d'entreprise et nouvelles formes d'organisation</i>	30	-	-	<b>5</b>

*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

#### Professional focus in Banking and Asset Management

*Notice* : focus open to students who have taken the "Banking and Asset Management" option during the 1st year of Master.

##### Compulsory courses

FINA0054-1	<i>Fund Industry</i> (english language)	30	-	-	<b>5</b>
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	<b>5</b>
GSTG0014-2	<i>Stage</i>	-	-	-	<b>10</b>

##### Optional courses

Choose two courses out of the following :

FINA0055-1	<i>Advanced Topics in Banking and Insurance</i> (english language)	30	-	-	<b>5</b>
FINA0056-1	<i>Droit et fiscalité des institutions et produits financiers</i>	30	-	-	<b>5</b>
FINA0023-4	<i>Financial Risk Management</i> (english language)	30	-	-	<b>5</b>
FINA0028-5	<i>International Finance</i> (english language)	30	-	-	<b>5</b>

#### Professional focus in Financial Analysis and Audit

*Notice* : focus open to students who have taken the "Financial Analysis and Audit" option during the 1st year of Master

##### Compulsory courses

FINA0057-1	<i>Fiscalité approfondie</i>	30	-	-	<b>5</b>
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	<b>5</b>
GSTG0014-3	<i>Stage</i>	-	-	-	<b>10</b>

##### Optional courses

Choose two courses out of the following :

FINA0058-1	<i>Comptabilité approfondie et fiscalité</i>	30	-	-	<b>5</b>
DROI1237-1	<i>Droit commercial et des sociétés approfondi</i>	30	-	-	<b>5</b>
DROI1238-1	<i>Droit pénal de l'entreprise</i>	30	-	-	<b>5</b>
FINA0059-1	<i>Multinational Financial Management</i> (english language)	30	-	-	<b>5</b>

#### Professional focus in strategic intelligence and marketing

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

#### Professional focus in Social enterprise management

*Notice* : focus open to students who have taken the "Social enterprise management" option during the 1st year of Master.

### Compulsory courses

GEST3041-1	<i>Entrepreneuriat social et développement durable : applications sectorielles</i>	30	-	-	5
GEST3042-1	<i>Gouvernance et gestion des ressources humaines en entreprise sociale</i>	30	-	-	5
GEST3043-1	<i>Strategy and Marketing Management in Social Enterprises (english language)</i>	30	-	-	5
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5
GSTG0015-1	<i>Stage en entreprise sociale ou dans une structure liée à l'économie sociale</i>	-	-	-	10

### Professional focus in entrepreneurship

Notice : focus only available on file (cf.admission)

### Prerequisites

GEST1096-1	<i>Preparatory module - Wilfried NIESSEN</i>	150	120	-	12
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### Compulsory courses

GEST3044-1	<i>Right-hand man - Sophie VOSSAERT</i>	10	130	-	7
GEST0211-3	<i>Création d'entreprises - Bernard SURLEMONT</i>	10	100	-	5
GEST0213-3	<i>Cession, acquisition, transmission d'entreprises - Frédéric LOVERIUS</i>	20	100	-	5
GEST0216-3	<i>Vente et négociation - Patrick CHALANT</i>	20	50	-	3
GEST3061-1	<i>Portfolio de compétences</i>	-	-	-	5

### Optional courses

Choose one of the following courses :

GEST0278-3	<i>Communication internationale - Jean LAHAUT</i>	20	100	-	5
GEST0214-2	<i>Projet personnel - Bernard SURLEMONT</i>	10	110	-	5

### Second year (2010-2011 transitory programme)

#### Compulsory courses

GEST1076-1	<i>Strategy and Corporate Social Responsibility (Seminar) (english language) - Nathalie CRUTZEN, Marc FOIDART, Thomas FROELICHER, Claire GRUSLIN, Maurice OLIVIER</i>	30	-	-	5
GMEM0015-1	<i>Final Thesis (including valuation in English) - COLLÉGIALITÉ</i>	-	-	-	22

#### 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 (german language) - Françoise CARL</i>	30	-	-	3
LANG0824-2	<i>Spanish for Management (L2) Level 5 (spanish language) - Nicole GRUTMAN</i>	30	-	-	3
LANG0825-2	<i>Italian for Management (L2) Level 5 (italian language) - Silvia LUCCHINI</i>	30	-	-	3
LANG1984-1	<i>Chinese for Management (L2) level 5 - Ching Lin PANG</i>	30	-	-	3
LANG0827-2	<i>Business Dutch (L2) level 5 (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS</i>	30	-	-	3
LANG0828-2	<i>Portuguese for Management (L2) Level 5 (portuguese language) - Angélica DA SILVA CARVALHO</i>	30	-	-	3
LANG0829-2	<i>Dutch for Management (L2) Beginner 2 (dutch language) - Nicole ENGELEN, François LEJEUNE</i>	30	-	-	3
LANG0830-2	<i>German for management (L2) level beginners 2 (german language) - Marie MAWHIN</i>	30	-	-	3
LANG0908-1	<i>English for Entrepreneurs - David HOMBURG</i>	30	-	-	3
Notice : this course is compulsory and only open to students who follow the professional focus in entrepreneurship.					
LANG0826-2	<i>Japanese for Management (L2) Level 5 (japanese language) - Ching Lin PANG</i>	30	-	-	3

#### Choose one focus from the following :

#### Teaching focus

### Compulsory courses

AESS0202-1	<i>General didactics: course and exercises ; observation placements ; reflexive practices</i> - Annick FAGNANT - [10h Internship]	30	10	[+]	4
AESS0140-1	<i>Professional ethics and training to neutrality and citizenship</i> - Véronique DORTU	25	-	-	2
AESS0143-1	<i>Educational Psychology of adolescents and young adults</i> - Annick FAGNANT	15	-	-	2
AESS0142-1	<i>Seminar on prevention and management of difficult school situations</i> - Jocelyne ROBERT	15	-	-	2
AESS0313-1	<i>Special teaching - course and exercises, Part 1</i> - Jean-Marie DUJARDIN	35	-	-	3
AESS0314-1	<i>Special teaching - course and exercises, Part 2</i> - Jean-Marie DUJARDIN	40	-	-	4
AESS0315-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 1</i> - Jean-Marie DUJARDIN	-	35	-	3
AESS0316-1	<i>Teaching practice (including observation practice, teaching practice and reflexive practical work), Part 2</i> - Jean-Marie DUJARDIN	-	40	-	5
AESS0248-1	<i>Elements of sociology of education</i> - Jean-François GUILLAUME	10	-	-	1
AESS0247-1	<i>Views on cultural diversity</i> - Jérôme JAMIN	10	-	-	1
AESS0246-1	<i>Analysis of scholastic institutions and key-players, educational policies</i> - Jacqueline BECKERS	15	-	-	1
AESS0004-1	<i>Media education</i> - Geneviève VAN CAUWENBERGE	15	-	-	1
AESS0251-1	<i>Interdisciplinary focus</i> - Annick FAGNANT	6	-	-	1

### Professional focus in Management

#### Compulsory courses

GEST0266-1	<i>Innovation strategy (english language)</i> - Marcel SAUCET	24	-	-	4
GSTG0008-1	<i>Placement</i> - COLLÉGIALITÉ	-	-	-	10

#### Optional courses

#### Follow-up to the module choice made in the first year of master

##### Module 1 : Finance and Control

Choose courses totalling 12 ECTS from the following :

DROI8026-1	<i>Law and Taxation of Financial Institutions</i> - Denis-Emmanuel PHILIPPE	24	-	-	4
FINA0031-1	<i>Insurance : management and concepts</i> - Frank JEUSETTE	24	-	-	4
FINA0023-1	<i>Financial Risk Management (english language)</i> - Georges HÜBNER	24	-	-	4
FINA0024-1	<i>In-depth accountancy and practical cases</i> - Jean-Pascal LABILLE	24	-	-	4
FINA0025-1	<i>External Control</i> - Michel GRIGNARD	24	-	-	4
FINA0027-1	<i>International Financial Reporting (english language)</i> - Henri OLIVIER	24	-	-	4
FINA0028-1	<i>International Finance (english language)</i> - Aline MULLER	24	-	-	4
FINA0029-1	<i>Empirical Finance (english language)</i> - Albert CORHAY	24	-	-	4
FINA0054-1	<i>Fund Industry (english language)</i> - Danielle SOUGNÉ	30	-	-	4
[...]	Choose a 4 credits course from the professional focus of the 2nd year programme of the Master in management sciences or the course of entrepreneurial and managerial activities				

##### Module 2 : Marketing and Organisations

Choose courses totalling 12 ECTS from the following :

GEST0379-1	<i>Social entrepreneurship</i> - Sybille MERTENS DE WILMARS	30	-	-	4
DROI0902-1	<i>Intellectual property</i> - Dominique KAESMACHER	24	-	-	4
GRHO0011-1	<i>Corporate strategies and new organizational forms</i> - François PICHault	24	-	-	4
GRHO0012-1	<i>Labor market, recruitment and selection</i> - Jean-Pierre VOOS	24	-	-	4
GEST1058-1	<i>Social relations</i> - Jean-Pierre VOOS	24	-	-	4
MARK0775-1	<i>B-to-B and Sales Management (english language)</i> - Claude BOFFA, Jean TONDEUR	24	-	-	4
MARK0776-1	<i>Retail Management (english language)</i> - Claude BOFFA	24	-	-	4
MARK0777-1	<i>Advanced Global Marketing (english language)</i> -	24	-	-	4

- ORTANGES  
[...] Choose a 4 credits courses among courses of the specialized approach in the second year of the Master's degree in management sciences or a courses in management or entrepreneurial activities

### Module 3 : Global management

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

LANG0831-2	<i>German for management (L3) level 5</i> (german language) - Françoise CARL	30	-	-	4
LANG0832-2	<i>Spanish for Management (L3) Level 4</i> (spanish language) - Nicole GRUTMAN	30	-	-	4
LANG0833-2	<i>Italian for Management (L3) Level 5</i> (italian language) - Silvia LUCCHINI	30	-	-	4
LANG0834-2	<i>Japanese for Management (L3) Level 5</i> (japanese language) - Ching Lin PANG	30	-	-	4
LANG0835-2	<i>Business Dutch (L3) level 5</i> (dutch language) - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	4
LANG0836-2	<i>Portuguese for Management (L3) Level 5</i> (portuguese language) - Angélica DA SILVA CARVALHO	30	-	-	4
LANG0837-2	<i>Dutch for management (L3) beginner 2</i> (dutch language) - Nicole ENGELEN, François LEJEUNE	30	-	-	4
LANG0838-2	<i>German for management (L3) level beginners 2</i> (german language) - Marie MAWHIN	30	-	-	4
LANG1985-1	<i>Chinese for Management (L3) level 5</i> - Ching Lin PANG	30	-	-	4

Choose courses totalling 8 ECTS from the following :

LOGI0005-1	<i>International logistics</i> (english language) - Robert NONDONFAZ	24	-	-	4
DROI0904-1	<i>European Economic Law</i> - Michel DE WOLF	24	-	-	4
GRHO0013-3	<i>Managing diversity</i> - Annie CORNET	30	-	-	4
GRHO0014-1	<i>International Seminar on Strategic HRM</i> (english language) - François PICHAULT	24	-	-	4

*Notice* : Registration to this course only with a file

GEST1081-1	<i>Strategic Stakes in Globalization</i> - Michel HERMANS	24	-	-	4
FINA0028-1	<i>International Finance</i> (english language) - Aline MULLER	24	-	-	4

- [...] Choose a 4 credits courses among courses of the specialized approach in the second year of the Master's degree in management sciences or a courses in management or entrepreneurial activities

### Module 4 : Research

RECH0007-2	<i>Research Doctoral Seminar</i> (english language) - Didier VAN CAILLIE	24	-	-	4
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*Notice* : Registration to this course only with a file

RECH0008-1	<i>Research Global Seminar</i> (english language) - Michael SCHYNS	-	-	-	4
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*Notice* : Registration to this course only with a file

Choose courses totalling 8 ECTS from the following :

*Notice* : Registration to this course only with a file

RECH0009-1	<i>Advanced Research Studies in Banking</i> (english language) - Georges HÜBNER (Even years)	30	-	-	4
RECH0010-1	<i>Research Seminar in Credit Risk</i> (english language) - Georges HÜBNER (Odd years)	30	-	-	4
RECH0011-1	<i>Research Seminar in Financial Markets &amp; Corporate Strategy</i> (english language) - Aline MULLER	30	-	-	4
RECH0012-1	<i>Research Seminar of Operations Research</i> (english language) - Yves CRAMA	30	-	-	4
RECH0013-1	<i>Research Topics in Supply Chain Management</i> (english language) - Yasemin ARDA	30	-	-	4
RECH0014-1	<i>Current Research Topics in Marketing</i> (english language) - Charles PAHUD DE MORTANGES	30	-	-	4
RECH0015-1	(pas organisé en 2010-2011) <i>Qualitative method for research</i> (english language)	16	-	-	4

RECH0016-1	language) <i>Research Seminar in Information Technology and Organizational Change</i> (english language) - François PICHault	16	-	-	<b>4</b>
RECH0017-1	<i>Research Seminar in Entrepreneurship</i> (english language) - Bernard SURLEMONT	16	-	-	<b>4</b>

*Notice : The jury can allow the students to choose a course among "research" optional courses in the master's program in management engineering at ULB.*

### Professional focus in Entrepreneurship

*Notice : focus only available on file (cf.admission)*

#### Prerequisites

GEST1096-1	<i>Preparatory module</i> - Wilfried NIESSEN	150	120	-	<b>12</b>
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#### Compulsory courses

GEST0211-2	<i>Creation of businesses</i> - Bernard SURLEMONT	10	20	-	<b>5</b>
GEST0213-2	<i>Transfer, acquisition, transmission of companies</i> - Frédéric LOVERIUS	10	20	-	<b>5</b>
GEST0216-2	<i>Saling and negotiation</i> - Patrick CHALANT	5	10	-	<b>3</b>
GEST1087-1	<i>Entrepreneurship</i> - Bernard SURLEMONT	10	20	-	<b>5</b>
GEST3044-1	<i>Right-hand man</i> - Sophie VOSSAERT	10	130	-	<b>7</b>

#### Optional courses

Choose one of the following courses :

GEST0278-2	<i>International Communication</i> - Jean LAHAUT	10	20	-	<b>5</b>
GEST0214-1	<i>Personal project</i> - Bernard SURLEMONT	10	20	-	<b>5</b>