

First Year

Compulsory courses

| | | | | | |
|------------|--|----|---|---|---|
| DROI1262-1 | <i>Social law (including social security)</i> - Paul CRAHAY | 30 | - | - | 5 |
| | <i>Notice</i> : Foreign students are invited to attend the course DROI0929-1 "International and Belgian Taxation" (5 ECTS) instead of the course DROI1262. | | | | |
| GEST1079-3 | <i>Entrepreneurship (english language)</i> - Jean-Marie CHOFFRAY | 30 | - | - | 5 |
| GEST3029-1 | <i>International Strategy (english language)</i> - Nathalie CRUTZEN, Thomas FROEHLICHER | 18 | - | - | 3 |
| INFO2039-2 | <i>Management Information Systems (english language)</i> - 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 (english language)</i> | | | | 5 |
| | - <i>Part : Operations Research</i> - Yasemin ARDA | 15 | - | - | |
| | - <i>Part : Statistics</i> - Cédric HEUCHENNE | 15 | - | - | |
| MARK0781-2 | <i>Strategic Marketing (english language)</i> - Céline BRANDT, Jean-Jack CEGARRA, Cécile DELCOURT, Henri GUTMAN, Jean TONDEUR | 30 | - | - | 5 |
| FINA0050-1 | <i>Valuation and Capital Budgeting (english language)</i> - Alain SCHOCKERT, Danielle SOUGNÉ | 30 | - | - | 5 |

Optional courses

Choose one of the following courses :

| | | | | | |
|------------|---|----|---|---|---|
| GRHO0003-4 | <i>Managing change</i> - François PICHAULT | 30 | - | - | 5 |
| GRHO0017-2 | <i>Change Management (english language)</i> - 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 (german language)</i> - Françoise CARL | 30 | - | - | 3 |
| LANG0807-1 | <i>Spanish for Management (L2) Level 4 (spanish language)</i> - Nicole GRUTMAN | 30 | - | - | 3 |
| LANG0808-2 | <i>Italian for Management (L2) Level 4 (italian language)</i> - Christine HANON | 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 (dutch language)</i> - Nicole ENGELEN, Baudoin YANS | 30 | - | - | 3 |
| LANG0812-2 | <i>Dutch for management (L2) Beginners (dutch language)</i> - Nicole ENGELEN, Lucie GILLET | 30 | - | - | 3 |
| LANG0813-2 | <i>German for management (L2) level beginners 1 (german language)</i> - Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 3 |
| LANG0858-1 | <i>French for Management (L2) beginner level 1 - ISLV</i> | 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 (english language)</i> - Ching Lin PANG | 30 | - | - | 2 |
| LANG0815-2 | <i>German for management (L3) level 4 (german language)</i> - Françoise CARL, Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 2 |
| LANG0816-2 | <i>Spanish for Management (L3) Level 4 (spanish language)</i> - Nicole GRUTMAN | 30 | - | - | 2 |
| LANG0817-2 | <i>Italian for Management (L3) Level 4 (italian language)</i> - Christine HANON | 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 (dutch language)</i> - Nicole ENGELEN, Baudoin YANS | 30 | - | - | 2 |
| LANG0821-2 | <i>Dutch for management (L3) beginner 1 (dutch language)</i> - Nicole ENGELEN, Lucie GILLET, François LEJEUNE | 30 | - | - | 2 |
| LANG0822-2 | <i>German for management (L3) level beginners 1 (german language)</i> - Sylvia DEROOSE, 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 |
| GRHO0013-3 | <i>Managing diversity</i> - Annie CORNET - Suppl : Christophe CUSUMANO | 30 | - | - | 5 |

Notice : with the agreement of the head of the specialisation, students can replace an optional course with a course offered in the Masters programmes in the Institute for Human and Social Sciences or the Faculty of Psychology.

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> (english language) - Félix FANK, 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> - 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>Social law</i> - Paul CRAHAY | 18 | - | - | 5 |
| GEST1079-3 | <i>Entrepreneurship</i> (english language) - Jean-Marie CHOFFRAY | 30 | - | - | 5 |
| GEST3029-1 | <i>International Strategy</i> (english language) - Nathalie CRUTZEN, 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) - Part : <i>Operations Research</i> - Yasemin ARDA - Part : <i>Statistics</i> - Cédric HEUCHENNE | 15 | - | - | 5 |
| MARK0781-2 | <i>Strategic Marketing</i> (english language) - Céline BRANDT, Jean-Jack CEGARRA, Cécile DELCOURT, Henri GUTMAN, Jean TONDEUR | 30 | - | - | 5 |
| FINA0050-1 | <i>Valuation and Capital Budgeting</i> (english language) - Alain SCHOCKERT, Danielle SOUGNÉ | 30 | - | - | 5 |

Optional courses

Choose one of the following courses :

| | | | | | |
|------------|---|----|---|---|---|
| GRHO0003-4 | <i>Managing change</i> - François PICHULT | 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 - Jean-Marie DUJARDIN</i> | 30 | - | - | 5 |
| GRHO0005-2 | <i>Human resources management : in-depth concepts - François PICHULT</i> | 30 | - | - | 5 |
| GRHO0013-3 | <i>Managing diversity - Annie CORNET - Suppl : Christophe CUSUMANO</i> | 30 | - | - | 5 |

Notice : with the agreement of the head of the specialisation, students can replace an optional course with a course offered in the Masters programmes in the Institute for Human and Social Sciences or the Faculty of Psychology.

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 (english language) - Félix FANK, 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 - 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

Upon the authorisation of the Doctoral College and with the prior agreement of the President of the jury, students will have the possibility of substituting a maximum of ten course credits from their programme with preparatory courses in doctoral research.

Compulsory courses

| | | | | | |
|------------|--|----|---|---|---|
| GEST1076-1 | <i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Thomas FROEHLICHER, Claire GRUSLIN | 30 | - | - | 5 |
|------------|--|----|---|---|---|

Notice : The students enrolled in the professional focus in entrepreneurship are invited to attend the course GEST0215-2 "Growth strategy" (5 ECTS) instead of the course GEST1076-1

| | | | | | |
|------------|----------------------------------|---|---|---|----|
| GTFE0013-1 | <i>Final work</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) - Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 3 |
| LANG0824-2 | <i>Spanish for Management (L2) Level 5</i> (spanish language) - Véronique PEIFFER | 30 | - | - | 3 |
| LANG0825-2 | <i>Italian for Management (L2) Level 5</i> (italian language) - Christine HANON | 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, Lucie GILLET | 30 | - | - | 3 |
| LANG0830-2 | <i>German for management (L2) level beginners 2</i> (german language) - Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 3 |
| LANG0909-1 | <i>French for Management (L3) beginner level 2</i> - ISLV | 24 | - | - | 3 |
| <i>Notice</i> : this cours is only open to non-French speaking students | | | | | |
| LANG1984-1 | <i>Chinese for Management (L2) level 5</i> - Ching Lin PANG | 30 | - | - | 3 |

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) - Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 2 |
| LANG0832-2 | <i>Spanish for Management (L3) Level 4</i> (spanish language) - Véronique PEIFFER | 30 | - | - | 2 |
| LANG0833-2 | <i>Italian for Management (L3) Level 5</i> (italian language) - Christine HANON | 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, Lucie GILLET | 30 | - | - | 2 |
| LANG0838-2 | <i>German for management (L3) level beginners 2</i> (german language) - Sylvia DEROOSE, Marie MAWHIN | 30 | - | - | 2 |
| LANG0908-2 | <i>English for Entrepreneurs</i> - David HOMBURG, Jonathan SOLHEID | 10 | 60 | - | 5 |
| <i>Notice</i> : courses only for the students of the professional focus in entrepreneurship | | | | | |

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>Advanced taxation</i> - Michel DE WOLF | 30 | - | - | 5 |
| GEST3061-1 | <i>Skills portfolio</i> - N... | - | - | - | 5 |
| GSTG0014-3 | <i>Placement</i> - COLLÉGIALITÉ | - | - | - | 10 |

Optional courses

Choose two courses out of the following :

| | | | | | |
|------------|---|----|---|---|---|
| FINA0058-1 | <i>Advanced accountancy and taxation</i> - Jean-Pascal LABILLE, Danielle SOUGNÉ | 30 | - | - | 5 |
| DROI1237-1 | <i>Advanced commercial and corporate law</i> - Roman AYDOGDU, Benoît KOHL | 30 | - | - | 5 |
| DROI1238-1 | <i>Business crimminal law</i> - Adrien MASSET | 30 | - | - | 5 |
| FINA0059-1 | <i>Multinational Financial Management</i> (english language) - Marie LAMBERT | 30 | - | - | 5 |

Compulsory courses

| | | | | | |
|------------|--|----|---|---|----|
| GEST1076-1 | <i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Thomas FROEHLICHER, Claire GRUSLIN | 30 | - | - | 5 |
| GTFE0013-1 | <i>Final work</i> - COLLÉGIALITÉ | - | - | - | 20 |

Optional courses

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

| | | | | | |
|------------|------------------------------------|----|---|---|---|
| LANG1938-1 | <i>German 5 - N...</i> | 30 | - | - | 5 |
| LANG1939-1 | <i>Advanced German 5 - N...</i> | 30 | - | - | 5 |
| LANG1940-1 | <i>Spanish 5 - N...</i> | 30 | - | - | 5 |
| LANG1941-1 | <i>Advanced Spanish 5 - N...</i> | 30 | - | - | 5 |
| LANG1942-1 | <i>Italian 5 - N...</i> | 30 | - | - | 5 |
| LANG1943-1 | <i>Advanced Italian 5 - N...</i> | 30 | - | - | 5 |
| LANG1944-1 | <i>Dutch 5 - N...</i> | 30 | - | - | 5 |
| LANG1950-1 | <i>Advanced Dutch 5 - N...</i> | 30 | - | - | 5 |
| LANG1945-1 | <i>Elementary German 2 - N...</i> | 30 | - | - | 5 |
| LANG1946-1 | <i>Elementary Spanish 2 - N...</i> | 30 | - | - | 5 |
| LANG1947-1 | <i>Elementary Italian 2 - N...</i> | 30 | - | - | 5 |
| LANG1948-1 | <i>Elementary Dutch 2 - N...</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, Jonathan SOLHEID | 10 | 60 | - | 5 |
|------------|--|----|----|---|---|

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