

## 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</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)				5
	- <i>Part : Operations Research</i> - Yasemin ARDA	15	-	-	
	- <i>Part : Statistics</i> - Cédric HEUCHENNE	15	-	-	
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 PICHAULT	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) - Françoise CARL	30	-	-	3
LANG0807-1	<i>Spanish for Management (L2) Level 4</i> (spanish language) - Nicole GRUTMAN	30	-	-	3
LANG0808-2	<i>Italian for Management (L2) Level 4</i> (italian language) - 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</i> (dutch language) - Nicole ENGELEN, Baudoin YANS	30	-	-	3
LANG0812-2	<i>Dutch for management (L2) Beginners</i> (dutch language) - Nicole ENGELEN, Lucie GILLET	30	-	-	3
LANG0813-2	<i>German for management (L2) level beginners 1</i> (german language) - Sylvia DEROOSE, 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) - Françoise CARL, Sylvia DEROOSE, Marie MAWHIN	30	-	-	2
LANG0816-2	<i>Spanish for Management (L3) Level 4</i> (spanish language) - Nicole GRUTMAN	30	-	-	2
LANG0817-2	<i>Italian for Management (L3) Level 4</i> (italian language) - 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</i> (dutch language) - Nicole ENGELEN, Baudoin YANS	30	-	-	2
LANG0821-2	<i>Dutch for management (L3) beginner 1</i> (dutch language) - Nicole ENGELEN, Lucie GILLET, François LEJEUNE	30	-	-	2
LANG0822-2	<i>German for management (L3) level beginners 1</i> (german language) - 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 PICHault	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
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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

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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

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