

## 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> - JeanMarie 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> - JeanMarie 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, Cécile DELCOURT, Charles PAHUD DE MORTANGES, Jean TONDEUR - Suppl : Michael GHILISSEN	30	-	-	5
FINA0050-1	<i>Valuation and Capital Budgeting (english language)</i> - Marie LAMBERT, Alain SCHOCKERT	30	-	-	5
GRHO0017-2	<i>Change Management (english language)</i> - François PICHAULT	30	-	-	5

### Optional courses

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> - Sylvia DEROOSE	30	-	-	3
LANG0807-1	<i>Spanish for Management (L2) Level 4</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	30	-	-	3
LANG0808-2	<i>Italian for Management (L2) Level 4</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</i> - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	3
LANG0812-2	<i>Dutch for management (L2) Beginners 1</i> - Claire DE LAMOTTE, Nicole ENGELEN	30	-	-	3
LANG0813-2	<i>German for management (L2) level beginners 1</i> - 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 (english language)</i> - Ching Lin PANG	30	-	-	2
LANG0815-2	<i>German for management (L3) level 4</i> - Sylvia DEROOSE	30	-	-	2
LANG0816-2	<i>Spanish for Management (L3) Level 4</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	30	-	-	2
LANG0817-2	<i>Italian for Management (L3) Level 4</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</i> - Lutgarde NACHTERGAELE, Baudoin YANS	30	-	-	2
LANG0821-2	<i>Business Dutch (L3) beginner 1</i> - Claire DE LAMOTTE, Nicole ENGELEN	30	-	-	2
LANG0822-2	<i>German for management (L3) level beginners 1</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> - JeanMarie DUJARDIN	30	-	-	5
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GRHO0005-2 *Human resources management : in-depth concepts* - François PICHULT 30 - - 5

Choose one of the following courses :

GEST1070-1 *Issues in Human Resources Management* - Frédéric SCHOENAERS 30 - - 5  
PSYC1099-1 *Psychology of Well-Being at Work* - Isabelle HANSEZ 30 - - 5

**Option "Banking and Asset Management"**

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

**Option "Financial Analysis and Audit"**

FINA0011-2 *Audit* (english language) - Félix FANK 30 - - 5  
FINA0030-1 *Consolidation and IFRS* (english language) - Patrice SCHUMESCH 30 - - 5  
FINA0044-5 *Strategic Performance Management* (english language) - Gabriele CATANIA 30 - - 5

**Option "Marketing and Strategic Intelligence"**

MARK0783-1 *Consumer Intelligence* (english language) - Céline BRANDT 30 - - 5  
MARK0784-1 *Introduction to Strategic Intelligence* (english language) - Claire GRUSLIN 30 - - 5  
MARK0785-1 *Branding and Reputation Management* (english language) - Charles PAHUD DE MORTANGES 30 - - 5

**Option "Social enterprise management"**

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

**Compulsory courses**

DROI1262-1 *Droit social* 30 - - 5  
GEST1079-3 *Entrepreneurship* (english language) - JeanMarie CHOFFRAY 30 - - 5  
GEST3029-1 *International Strategy* (english language) - Nathalie CRUTZEN, Thomas FROEHLICHER 18 - - 3  
INFO2039-2 *Management Information Systems* (english language) - Alain DUBOIS, Wilfried NIESSEN 30 - - 5  
GEST3030-1 *Development of managerial skills* - JeanMarie DUJARDIN, Jocelyne ROBERT 12 - - 2  
MQGE0005-5 *Quantitative Methods in Management* (english language) 5  
- Part : *Operations Research* - Yasemin ARDA 15 - -  
- Part : *Statistics* - Cédric HEUCHENNE 15 - -  
MARK0781-2 *Strategic Marketing* (english language) - Céline BRANDT, Cécile DELCOURT, Charles PAHUD DE MORTANGES, Jean TONDEUR - Suppl : Michael GHILISSEN 30 - - 5  
FINA0050-1 *Valuation and Capital Budgeting* (english language) - Marie LAMBERT, Alain SCHOCKERT 30 - - 5  
GRHO0017-2 *Change Management* (english language) - François PICHULT 30 - - 5

**Optional courses**

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 *German 4* - N... 30 - - 5  
LANG1926-1 *Advanced German 4* - N... 30 - - 5  
LANG1927-1 *Spanish 4* - N... 30 - - 5  
LANG1928-1 *Advanced Spanish 4* - N... 30 - - 5  
LANG1929-1 *Italian 4* - N... 30 - - 5  
LANG1930-1 *Advanced Italian 4* - N... 30 - - 5  
LANG1931-1 *Dutch 4* - N... 30 - - 5  
LANG1932-1 *Advanced Dutch 4* - N... 30 - - 5  
LANG1933-1 *Elementary German 1* - N... 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 - N...</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 - JeanMarie DUJARDIN</i>	30	-	-	5
GRHO0005-2	<i>Human resources management : in-depth concepts - François PICHULT</i>	30	-	-	5

Choose one of the following courses :

GEST1070-1	<i>Issues in Human Resources Management - Frédéric SCHOENAERS</i>	30	-	-	5
PSYC1099-1	<i>Psychology of Well-Being at Work - Isabelle HANSEZ</i>	30	-	-	5

**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</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 "Marketing and Strategic Intelligence"**

MARK0783-1	<i>Consumer Intelligence (english language) - Céline BRANDT</i>	30	-	-	5
MARK0784-1	<i>Introduction to Strategic Intelligence (english language) - Claire GRUSLIN</i>	30	-	-	5
MARK0785-1	<i>Branding and Reputation Management (english language) - Charles PAHUD DE MORTANGES</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 (english language) - Nathalie CRUTZEN, Thomas FROELICHER, Claire GRUSLIN</i>	30	-	-	5
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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 - COLLÉGIALITÉ</i>	-	-	-	20
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**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> - Françoise CARL, ISLV	30	-	-	<b>3</b>
LANG0824-2	<i>Spanish for Management (L2) Level 5</i> - Nicole GRUTMAN	30	-	-	<b>3</b>
LANG0825-2	<i>Italian for Management (L2) Level 5</i> - Christine HANON	30	-	-	<b>3</b>
LANG0827-2	<i>Business Dutch (L2) level 5</i> - Doris DE LAET, ISLV	30	-	-	<b>3</b>
LANG0829-2	<i>Dutch for Management (L2) Beginner 2</i> - Claire DE LAMOTTE, Fanny NOVAKOVIC	30	-	-	<b>3</b>
LANG0830-2	<i>German for management (L2) level beginners 2</i> - Sylvia DEROOSE, Marie MAWHIN	30	-	-	<b>3</b>
LANG0909-1	<i>French for Management (L3) beginner level 2</i> - ISLV	24	-	-	<b>3</b>

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

LANG1984-1	<i>Chinese for Management (L2) level 5</i> - Ching Lin PANG	30	-	-	<b>3</b>
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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</i> - Françoise CARL, ISLV	30	-	-	<b>2</b>
LANG0832-2	<i>Spanish for Management (L3) Level 4</i> - Nicole GRUTMAN	30	-	-	<b>2</b>
LANG0833-2	<i>Italian for Management (L3) Level 5</i> - Christine HANON	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</i> - Doris DE LAET, ISLV	30	-	-	<b>2</b>
LANG0837-2	<i>Dutch for management (L3) beginner 2</i> - Claire DE LAMOTTE	30	-	-	<b>2</b>
LANG0838-2	<i>German for management (L3) level beginners 2</i> - Sylvia DEROOSE, Marie MAWHIN	30	-	-	<b>2</b>
LANG0908-2	<i>English for Entrepreneurs</i> - Jonathan SOLHEID	10	60	-	<b>5</b>

*Notice* : courses only for the students of the professional focus in entrepreneurship

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

#### Compulsory courses

GEST3061-1	<i>Skills portfolio</i> - Louis ESCH	-	-	-	<b>5</b>
GSTG0014-4	<i>Placement</i> - COLLÉGIALITÉ	-	-	-	<b>10</b>

#### Optional courses

Choose three of the following courses :

GEST3039-1	<i>Corporate and Institutional Communication (english language)</i> - Charles PAHUD DE MORTANGES	30	-	-	<b>5</b>
DROI0900-6	<i>Law of International Contracting (english language)</i> - Paul CRAHAY	30	-	-	<b>5</b>
MARK0774-2	<i>Strategic Market Planning for New Products and Services (english language)</i> - Charles PAHUD DE MORTANGES	30	-	-	<b>5</b>
GEST3040-1	<i>Strategic foresight</i> - Claire GRUSLIN	30	-	-	<b>5</b>

#### Compulsory courses

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

#### Optional courses

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

LANG1938-1	<i>German 5</i> - N...	30	-	-	<b>5</b>
LANG1939-1	<i>Advanced German 5</i> - N...	30	-	-	<b>5</b>
LANG1940-1	<i>Spanish 5</i> - N...	30	-	-	<b>5</b>
LANG1941-1	<i>Advanced Spanish 5</i> - N...	30	-	-	<b>5</b>
LANG1942-1	<i>Italian 5</i> - N...	30	-	-	<b>5</b>
LANG1943-1	<i>Advanced Italian 5</i> - N...	30	-	-	<b>5</b>
LANG1944-1	<i>Dutch 5</i> - N...	30	-	-	<b>5</b>

LANG1950-1	<i>Advanced Dutch 5 - N...</i>	30	-	-	<b>5</b>
LANG1945-1	<i>Elementary German 2 - N...</i>	30	-	-	<b>5</b>
LANG1946-1	<i>Elementary Spanish 2 - N...</i>	30	-	-	<b>5</b>
LANG1947-1	<i>Elementary Italian 2 - N...</i>	30	-	-	<b>5</b>
LANG1948-1	<i>Elementary Dutch 2 - N...</i>	30	-	-	<b>5</b>
LANG1955-1	<i>French beginner level 2</i>	30	-	-	<b>5</b>

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

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