

First Year

Compulsory courses

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|------------|--|----|---|---|---|
| DROI1262-1 | <i>Labour Law</i> - Paul CRAHAY | 30 | - | - | 5 |
| GEST1079-3 | <i>Entrepreneurship</i> (english language) - JeanMarie 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) - Ashwin ITTOO | 30 | - | - | 5 |
| GEST3030-1 | <i>Development of managerial skills</i> - JeanMarie 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) - Zelal ATES, Cécile DELCOURT, Jean TONDEUR | 30 | - | - | 5 |
| FINA0050-1 | <i>Valuation and Capital Budgeting</i> (english language) - Marie LAMBERT, Alain SCHOCKERT | 30 | - | - | 5 |
| GRHO0017-2 | <i>Change Management</i> (english language) - François PICHULT | 30 | - | - | 5 |

Optional courses

Choose one language course from the following :

Notice : access to basic-level language courses is subject to a number of requirements - see the HEC regulations.

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| LANG1925-1 | <i>German 4</i> - Marie MAWHIN | 30 | - | - | 5 |
| LANG1926-1 | <i>Advanced German 4</i> - Sylvia DEROOSE | 30 | - | - | 5 |
| LANG1927-1 | <i>Spanish 4</i> - Nicole GRUTMAN | 30 | - | - | 5 |
| LANG1928-1 | <i>Advanced Spanish 4</i> - Véronique PEIFFER | 30 | - | - | 5 |
| LANG1929-1 | <i>Italian 4</i> - Christine HANON | 30 | - | - | 5 |
| LANG1930-1 | <i>Advanced Italian 4</i> - Christine HANON | 30 | - | - | 5 |
| LANG1931-1 | <i>Dutch 4</i> - Nicole ENGELEN, Lutgarde NACHTERGAELE, Baudoin YANS | 30 | - | - | 5 |
| LANG1932-1 | <i>Advanced Dutch 4</i> - Lutgarde NACHTERGAELE | 30 | - | - | 5 |
| LANG1933-1 | <i>Elementary German 1</i> - Marie MAWHIN | 30 | - | - | 5 |
| LANG1934-1 | <i>Elementary Spanish 1</i> - Nicole GRUTMAN | 30 | - | - | 5 |
| LANG1936-1 | <i>Elementary Dutch 1</i> - Nicole ENGELEN | 30 | - | - | 5 |
| LANG1954-1 | <i>French beginner level 1</i> - ISLV | 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 "Banking and Asset Management"

| | | | | | |
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| 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"

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| FINA0011-2 | <i>Audit</i> (english language) - Félix FANK | 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 "Marketing and Strategic Intelligence"

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| MARK0783-1 | <i>Consumer Intelligence</i> (english language) - Zelal ATES | 30 | - | - | 5 |
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MARK0784-1 *Introduction to Strategic Intelligence* (english language) - Claire GRUSLIN 30 - - 5

Choose one of the following courses :

MARK0785-1 *Branding and Reputation Management* (english language) - Zelal ATES 30 - - 5

GEST3146-1 *Digital Marketing Essentials* (english language) - André BLAVIER, Michael SCHYNS 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

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

GTFE0013-1 *Final work* - COLLÉGIALITÉ - - - 20

GEST1076-1 *Sustainable strategy in a multi-polar world* (english language) - Nathalie CRUTZEN, Marc DESCHAMPS, Thomas FROELICHER 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

This course is aimed at students enrolled at the professional focus in entrepreneurship

GEST0215-2 *Growth strategy* - Marc BEAUJEAN, Marc FOIDART 15 30 - 5

Optional courses

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

LANG0823-2 *German for management (L2) level 5* - Françoise CARL, ISLV 30 - - 3

LANG0824-2 *Spanish for Management (L2) Level 5* - Alexis ALVAREZ BARBOSA, Véronique PEIFFER 30 - - 3

LANG0825-2 *Italian for Management (L2) Level 5* - Christine HANON 30 - - 3

LANG0827-2 *Business Dutch (L2) level 5* - Doris DE LAET, ISLV 30 - - 3

LANG0829-2 *Dutch for Management (L2) Beginner 2* - Claire DE LAMOTTE 30 - - 3

LANG0830-2 *German for management (L2) level beginners 2* - Sylvia DEROOSE 30 - - 3

LANG0909-1 *French for Management (L3) beginner level 2* - ISLV 24 - - 3

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

LANG1984-1 *Chinese for Management (L2) level 5* - N... 30 - - 3

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

LANG0885-1 *Intercultural Studies - Part II* (english language) 30 - - 2

LANG0831-2 *German for management (L3) level 5* - Françoise CARL, ISLV 30 - - 2

LANG0832-2 *Spanish for Management (L3) Level 5* - Alexis ALVAREZ BARBOSA, Véronique PEIFFER 30 - - 2

LANG0833-2 *Italian for Management (L3) Level 5* - Christine HANON 30 - - 2

LANG1985-1 *Chinese for Management (L3) level 5* - N... 30 - - 2

LANG0835-2 *Business Dutch (L3) level 5* - Doris DE LAET, ISLV 30 - - 2

LANG0837-2 *Dutch for management (L3) beginner 2* - Claire DE LAMOTTE 30 - - 2

LANG0838-2 *German for management (L3) level beginners 2* - Sylvia DEROOSE 30 - - 2

LANG0908-2 *English for Entrepreneurs* - Jonathan SOLHEID 10 60 - 5

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

Notice : focus open to students who have taken the "Banking and Asset Management" option

during the 1st year of Master.

Compulsory courses

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| FINA0054-1 | <i>Fund Industry</i> (english language) - Danielle SOUGNÉ | 30 | - | - | 5 |
| GEST3061-1 | <i>Skills portfolio</i> - Louis ESCH | - | - | - | 5 |
| GSTG0014-2 | <i>Placement</i> - COLLÉGIALITÉ | - | - | - | 10 |

Optional courses

Choose two courses out of the following :

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| FINA0055-1 | <i>Advanced Topics in Banking and Insurance</i> (english language) - Fabien BONIVER, Georges HÜBNER | 30 | - | - | 5 |
| DROI8026-1 | <i>Law and Taxation of Financial Institutions</i> - DenisEmmanuel PHILIPPE | 24 | - | - | 5 |
| FINA0023-4 | <i>Financial Risk Management</i> (english language) - Georges HÜBNER | 30 | - | - | 5 |
| FINA0028-5 | <i>International Finance</i> (english language) - Aline MULLER | 30 | - | - | 5 |
| FINA0065-1 | <i>Advanced Corporate Finance and Modeling</i> (english language) - Marie LAMBERT | 30 | - | - | 5 |
| DROI2020-2 | <i>Property and succession planning</i> - Virginie DEHALLEUX, Manuel GUSTIN | 27 | - | - | 5 |

Compulsory courses

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| GEST1076-1 | <i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Marc DESCHAMPS, Thomas FROEHLICHER | 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 :

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|------------|---------------------------------------|----|---|---|---|
| LANG1938-1 | <i>German 5</i> - N... | 30 | - | - | 5 |
| LANG1939-1 | <i>Advanced German 5</i> - N... | 30 | - | - | 5 |
| LANG1940-1 | <i>Spanish 5</i> - N... | 30 | - | - | 5 |
| LANG1941-1 | <i>Advanced Spanish 5</i> - N... | 30 | - | - | 5 |
| LANG1942-1 | <i>Italian 5</i> - N... | 30 | - | - | 5 |
| LANG1943-1 | <i>Advanced Italian 5</i> - N... | 30 | - | - | 5 |
| LANG1944-1 | <i>Dutch 5</i> - N... | 30 | - | - | 5 |
| LANG1950-1 | <i>Advanced Dutch 5</i> - N... | 30 | - | - | 5 |
| LANG1945-1 | <i>Elementary German 2</i> - N... | 30 | - | - | 5 |
| LANG1946-1 | <i>Elementary Spanish 2</i> - N... | 30 | - | - | 5 |
| LANG1948-1 | <i>Elementary Dutch 2</i> - N... | 30 | - | - | 5 |
| LANG1955-1 | <i>French beginner level 2</i> - N... | 30 | - | - | 5 |

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