

## First Year

### Compulsory courses

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
	- Part : <i>Operations Research</i> - Yasemin ARDA	15	-	-	
	- Part : <i>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.

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"

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	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"

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 course 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 only available on  
file (cf.admission)

**Prerequisites**

GEST1096-1	<i>Preparatory module</i>				<b>12</b>
	- <i>Finance</i> - Wilfried NIESSEN	30	15	-	
	- <i>HRM and organisation</i> - Charlotte MOREAU	30	15	-	
	- <i>Marketing</i> - Jean TONDEUR	30	15	-	
	- <i>Supply chain management</i> - Yannic WERA	30	15	-	
	- <i>Business Game</i> - Wilfried NIESSEN - [30h Mon. WS]	-	-	[+]	

**Compulsory courses**

GEST3044-1	<i>Right-hand man</i> - Sophie VOSSAERT	10	130	-	<b>7</b>
GEST0211-3	<i>Creation of businesses</i> - Bernard SURLEMONT	10	100	-	<b>5</b>
GEST0213-3	<i>Transfer, acquisition, transmission of companies</i> - Frédéric LOVERIUS	20	100	-	<b>5</b>
GEST0216-3	<i>Saling and negotiation</i> - Patrick CHALANT	20	50	-	<b>3</b>
GEST3061-1	<i>Skills portfolio</i> - Louis ESCH	-	-	-	<b>5</b>

**Optional courses**

Choose one of the following courses :

GEST0278-3	<i>International Communication</i> - Jean LAHAUT	20	100	-	<b>5</b>
GEST0214-2	<i>Personal project</i> - Bernard SURLEMONT	10	110	-	<b>5</b>