

## First Year

### Compulsory courses

Code	Course Name	Th	Pr	Au	Cr
DROI2352-1	<i>Tax law</i> - Isabelle RICHELLE	30	-	-	5
STAT0800-1	<i>Models and Methods in Applied Statistics</i> (english language) - Cédric HEUCHENNE	30	-	-	5
GEST3045-1	<i>Project management</i> (english language) - Etienne DALOZE	30	-	-	5
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 PICHAULT	30	-	-	5

### Optional courses

Choose two courses out of the following :

MQGE0002-3	<i>Advanced Operations Research</i> (english language) - Yves CRAMA	30	-	-	5
GEST3046-1	<i>Business Process Management</i> (english language) - Alain DUBOIS	30	-	-	5
GEST3047-1	<i>Environmental management (eco-management)</i> - Joseph SMITZ	30	-	-	5
TECH0003-4	<i>Seminar on the Integration of Technologies</i> - Pierre DENEYE	30	-	-	5
TECH0004-4	<i>Industrial techniques in theory and practice</i> - Pierre DENEYE	30	-	-	5

Choose one language course out of 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 ENGELN, 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 ENGELN	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 "Supply Chain Management"

LOGI0012-1	<i>Logistics and transportation</i> (english language) - Sabine LIMBOURG	30	-	-	5
LOGI0013-1	<i>Operations planning</i> (english language) - Yasemin ARDA	30	-	-	5

Choose one of the following courses :

GEST3032-1	<i>eBusiness and eCommerce</i> (english language) - André BLAVIER, Ashwin ITTOO	30	-	-	5
LOGI0014-1	<i>Sustainable supply chains</i> (english language) - Maud BAY	30	-	-	5

#### Option "Financial Engineering"

FINA0060-1	<i>Empirical Methods in Financial Markets</i> (english language) - Cédric HEUCHENNE	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
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**Option "Performance Management and Control"**

FINA0011-2	<i>Audit</i> (english language) - Félix FANK	30	-	-	5
FINA0061-1	<i>Enterprise Modeling and IT</i> (english language) - Didier VAN CAILLIE	30	-	-	5
FINA0008-2	<i>Global Performance Management</i> (english language) - Didier VAN CAILLIE	30	-	-	5

**Second Year**

With the approval of the Doctoral College and the agreement of the President of the Jury, students have the possibility of substituting a maximum of 10 class credits in their programme with preparatory classes for doctoral research. The Doctoral College will approve these ten credits when the student enrolls for the 3rd cycle.

**Compulsory courses**

GEST1076-1	<i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Marc DESCHAMPS, Thomas FROEHLICHER	30	-	-	5
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*Notice* : students who are enrolled in the entrepreneurial professional focus are requested to follow, in place of GEST1076-1 'Sustainable strategy in a multipolar world', the class GEST0215-2 'Growth Strategy' (5credits) given by Marc Beaujean and Marc Foidart.

GTFE0014-1	<i>Final work</i> - COLLÉGIALITÉ	-	-	-	20
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**Optional courses**

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

LANG0823-1	<i>German for management (L2) level 5</i> - Françoise CARL, ISLV	30	-	-	3
LANG0824-1	<i>Spanish for Management (L2) Level 5</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	30	-	-	3
LANG0825-1	<i>Italian for Management (L2) Level 5</i> - Christine HANON	30	-	-	3
LANG0827-1	<i>Business Dutch (L2) level 5</i> - Doris DE LAET, ISLV	30	-	-	3
LANG0829-1	<i>Dutch for Management (L2) Beginner 2</i> - Claire DE LAMOTTE	30	-	-	3
LANG0830-1	<i>German for management (L2) level beginners 2</i> - Sylvia DEROOSE	30	-	-	3
LANG1959-1	<i>Chinese for Management (L2) level 5</i> - N...	30	-	-	3

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

LANG0985-1	<i>Intercultural Studies - Part II</i> (english language) - Marc DESCHAMPS	30	-	-	2
LANG0831-1	<i>German for management (L3) level 5</i> - Françoise CARL, ISLV	30	-	-	2
LANG0832-1	<i>Spanish for Management (L3) Level 5</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	30	-	-	2
LANG0833-1	<i>Italian for Management (L3) Level 5</i> - Christine HANON	30	-	-	2
LANG1964-1	<i>Chinese for Management (L3) level 5</i> - N...	30	-	-	2
LANG0835-1	<i>Business Dutch (L3) level 5</i> - Doris DE LAET, ISLV	30	-	-	2
LANG0837-1	<i>Dutch for management (L3) beginner 2</i> - Claire DE LAMOTTE	30	-	-	2
LANG0838-1	<i>German for management (L3) level beginners 2</i> - Sylvia DEROOSE	30	-	-	2

*Notice* : focus only available on file

**Compulsory courses**

GEST3049-1	<i>Strategic, organizational audit and information systems</i> - Olivier LISEIN	18	50	-	5
GEST3050-1	<i>Creativity and design</i> - Aude NIFFLE	18	50	-	5
GEST3051-1	<i>Project and personal development</i> - François PICHAULT	-	-	-	10
GEST3052-1	<i>Project management and human aspects of change</i> - Olivier LISEIN, François PICHAULT	18	50	-	5
GEST3061-1	<i>Skills portfolio</i> - Louis ESCH	-	-	-	5

**Compulsory courses**

GEST1076-1	<i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Marc DESCHAMPS, Thomas FROEHLICHER	30	-	-	5
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**Optional courses**

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

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

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