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First Year

Compulsory courses

DROI1262-1	<i>Labour Law</i> - Paul CRAHAY	Q2	30	-	-	5
GEST1079-3	<i>Entrepreneurship</i> (english language) - JeanMarie CHOFFRAY	Q1	30	-	-	5
GEST3029-1	<i>International Strategy</i> (english language) - Nathalie CRUTZEN, Nicolas NEYSEN	Q2	18	-	-	3
INFO2039-2	<i>Management Information Systems</i> (english language) - Ashwin ITTOO	Q1	30	-	-	5
GEST3030-1	<i>Development of managerial skills</i> - JeanMarie DUJARDIN, Jocelyne ROBERT - Suppl : Sabine HAUSER	TA	12	-	-	2
MQGE0005-5	<i>Quantitative Methods in Management</i> (english language) - Part : <i>Operations Research</i> - Yasemin ARDA - Part : <i>Statistics</i> - Cédric HEUCHENNE	15 15	-	-	-	5
MARK0781-2	<i>Strategic Marketing</i> (english language) - Zelal ATES, Cécile DELCOURT, Jean TONDEUR	Q1	30	-	-	5
FINA0050-1	<i>Valuation and Capital Budgeting</i> (english language) - Marie LAMBERT, Alain SCHOCKERT	Q1	30	-	-	5
GRHO0017-2	<i>Change Management</i> (english language) - Olivier LISEIN	Q1	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	Q2	30	-	-	5
LANG1926-1	<i>Advanced German 4</i> - Sylvia DEROOSE	Q2	30	-	-	5
LANG1927-1	<i>Spanish 4</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	Q2	30	-	-	5
LANG1928-1	<i>Advanced Spanish 4</i> - Nicole GRUTMAN	Q2	30	-	-	5
LANG1929-1	<i>Italian 4</i> - Christine HANON	Q2	30	-	-	5
LANG1930-1	<i>Advanced Italian 4</i> - Christine HANON	Q2	30	-	-	5
LANG1931-1	<i>Dutch 4</i> - Nicole ENGELEN, Lutgarde NACHTERGAELE, Baudoin YANS	Q2	30	-	-	5
LANG1932-1	<i>Advanced Dutch 4</i> - Lutgarde NACHTERGAELE	Q2	30	-	-	5
LANG1933-1	<i>Elementary German 1</i> - Sylvia DEROOSE, Marie MAWHIN	Q2	30	-	-	5
LANG1934-1	<i>Elementary Spanish 1</i> - Alexis ALVAREZ BARBOSA, Véronique PEIFFER	Q2	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	Q2	30	-	-	5
FINA0052-1	<i>Financial Derivatives</i> (english language) - Aline MULLER	Q2	30	-	-	5
FINA0053-1	<i>Investments and Portfolio Management</i> (english language) - Georges HÜBNER	Q2	30	-	-	5

Option "Financial Analysis and audit"

FINA0011-2	<i>Audit</i> (english language) - Félix FANK	Q2	30	-	-	5
FINA0030-1	<i>Consolidation and IFRS</i> (english language) - Patrice SCHUMESCH	Q2	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	Q2	30	-	-	5
INFO2048-1	<i>Business Analytics</i> (english language) - Michael SCHYNS	Q2	30	-	-	5

Choose one of the following courses :

GEST3146-1	<i>Digital Marketing Essentials</i> (english language) - André BLAVIER, Céline BRANDT		30	-	-	5
MARK0784-1	<i>Introduction to Strategic Intelligence</i> (english language) - Claire GRUSLIN		30	-	-	5

Option "Social enterprise management"

GEST3035-1	<i>Introduction to social economy and social entrepreneurship</i> (english language) - Jacques DEFOURNY	Q2	30	-	-	5
GEST3036-1	<i>Social Innovation and Organisational Diversity</i> (english language) - Benjamin HUYBRECHTS	Q2	30	-	-	5
GEST3037-1	<i>Financing Social Enterprise</i> (english language) - Sybille MERTENS DE WILMARS		30	-	-	5

Second Year

Compulsory courses

GEST1076-1	<i>Sustainable strategy in a multi-polar world</i> (english language) - Nathalie CRUTZEN, Marc DESCHAMPS	Q2	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</i> - COLLÉGIALITÉ		-	-	-	20
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Optional courses

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

LANG1938-1	<i>German 5</i> - Marie MAWHIN	Q2	30	-	-	5
LANG1939-1	<i>Advanced German 5</i> - Sylvia DEROOSE	Q2	30	-	-	5
LANG1940-1	<i>Spanish 5</i> - Nicole GRUTMAN	Q2	30	-	-	5
LANG1941-1	<i>Advanced Spanish 5</i> - Véronique PEIFFER	Q2	30	-	-	5
LANG1942-1	<i>Italian 5</i> - Christine HANON	Q2	30	-	-	5
LANG1943-1	<i>Advanced Italian 5</i> - Christine HANON	Q2	30	-	-	5
LANG1944-1	<i>Dutch 5</i> - Doris DE LAET	Q2	30	-	-	5
LANG1950-1	<i>Advanced Dutch 5</i> - Doris DE LAET	Q2	30	-	-	5
LANG1945-1	<i>Elementary German 2</i> - Sylvia DEROOSE	Q2	30	-	-	5
LANG1946-1	<i>Elementary Spanish 2</i> - Nicole GRUTMAN	Q2	30	-	-	5
LANG1948-1	<i>Elementary Dutch 2</i> - Claire DE LAMOTTE		30	-	-	5
LANG1955-1	<i>French beginner level 2</i> - N...		30	-	-	5

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

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

Notice : focus only available on file (cf.admission)

Prerequisites

GEST1096-1	<i>Preparatory module</i>					12
	- <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

GEST0216-3	<i>Saling and negotiation</i> - Patrick CHALANT	20	50	-	2
GEST3155-1	<i>Soft skills for entrepreneurs</i> - Sabine DENIS	90	10	-	3
GEST3156-1	<i>Opportunity identification</i> - Bernard SURLEMONT	50	100	-	3
GEST3157-1	<i>Business Model Generation</i> - Bernard SURLEMONT	30	100	-	3
GEST3158-1	<i>Mission creation</i> - Bernard SURLEMONT	10	100	-	5
GEST3159-1	<i>Company takeover and handover</i> - Frédéric LOVERIUS	20	100	-	5

Optional courses

Choose one module from :

Module 1

MARK0792-1	<i>Marketing and communication</i> - PierreYves CORNELIS	20	100	-	4
GEST3044-1	<i>Right-hand man</i> - Sophie VOSSAERT	10	130	-	5

Module 2

GEST3160-1	<i>Networking and financing</i> - Bernard SURLEMONT	20	100	-	4
GEST0214-2	<i>Personal project</i> - Bernard SURLEMONT	10	110	-	5