

## First Year

### Compulsory courses

Code	Course Name	Q1	Q2	Th	Pr	Au	Cr
DROI2352-1	<i>Tax law</i> - Isabelle RICHELLE		Q2	30	-	-	5
STAT0800-1	<i>Models and Methods in Applied Statistics</i> (english language) - Cédric HEUCHENNE		Q2	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	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 two courses out of the following :

MQGE0002-3	<i>Advanced Operations Research</i> (english language) - Yves CRAMA	Q2	30	-	-	-	5
GEST3046-1	<i>Business Process Management</i> (english language) - Alain DUBOIS	Q1	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	Q1	30	-	-	-	5
TECH0004-4	<i>Industrial techniques in theory and practice</i> - Pierre DENEYE	Q2	30	-	-	-	5
INFO2048-1	<i>Business Analytics</i> (english language) - Michael SCHYNS	Q2	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	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 "Supply Chain Management"

LOGI0012-1	<i>Logistics and transportation</i> (english language) - Sabine LIMBOURG	Q2	30	-	-	-	5
LOGI0013-1	<i>Operations planning</i> (english language) - Yasemin ARDA	Q2	30	-	-	-	5

Choose one of the following courses :

GEST3032-1	<i>eBusiness and eCommerce</i> (english language) - Ashwin ITTOO	Q2	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	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 "Performance Management and Control"**

FINA0011-2	<i>Audit</i> (english language) - Félix FANK	Q2	30	-	-	5
FINA0061-1	<i>Business Modeling and Control</i> (english language) - Didier VAN CAILLIE	Q2	30	-	-	5
FINA0008-2	<i>Organizational Risk and Performance Management</i> (english language) - Didier VAN CAILLIE	Q2	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
GTFE0014-1	<i>Final work</i> - COLLÉGIALITÉ	-	-	-	-	20

**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.

Notice : focus only available on  
file

**Compulsory courses**

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