

Cycle view of the study programme

B1 Or Th Pr Au Cr

Prerequisites (B1 : 20Cr)

Notice : Students admitted on the basis of an application for the Business management option may be invited, depending on their prior academic training, to attend the following additional courses:

FINA8001-1	<i>Finance - N...</i>	B1	Q1	1	-	-	5
MQGE8001-1	<i>Quantitative Methods (english language) - N...</i>	B1	Q1	-	-	-	5
GTFE8001-1	<i>Master Thesis Preparation (english language) - N...</i>	B1	Q1	-	-	-	10

Notice : Students admitted on the basis of an application for the «Public Management» option may be invited, depending on their prior academic training, to attend the following additional courses :

ECON2296-1	<i>Introduction to political economy - Bernard JURION</i>	B1	Q1	15	-	-	5
GEST3778-1	<i>Introduction to management</i>	B1	Q1	15	-	-	5

Compulsory courses (B1 : 15Cr)

GTFE0015-1	<i>Final Work - COLLÉGIALITÉ</i>	B1	TA	-	-	-	15
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Optional courses (B1 : 45Cr)

Choose one module depending on the choice of optional subject : (B1 : 15Cr)

Module aimed at students from the Corporate Management option (B1 : 15Cr)

GEST3752-1	<i>Change Management (english language) - Olivier LISEIN</i>	B1	Q1	30	-	-	5
FINA0050-1	<i>Corporate Finance - Lectures and Seminars (english language) - Marie LAMBERT</i>	B1	Q1	30	-	-	5
MARK0781-2	<i>Strategic Marketing Seminar (english language) - AnneChristine CADIAT, Cécile DELCOURT, Laurence DESSART, Michael GHILISSEN</i>	B1	Q1	30	-	-	5

Module aimed at students from the Public Management option (B1 : 15Cr)

GRHO0032-1	<i>Human resources management in the public sector - François PICHAULT</i>	B1	Q1	30	-	-	5
FINA0074-1	<i>Management control adapted to the public sector - Anne CHANTEUX</i>	B1	Q1	30	-	-	5
MARK0789-1	<i>Marketing adapted to the public sector - Jean TONDEUR</i>	B1	Q2	30	-	-	5

Choose one option from the following : (B1 : 30Cr)

Option 1 : Corporate Management (B1 : 30Cr)

GEST3761-1	<i>Business Ethics (english language) - Virginie XHAUFLAIR</i>	B1	Q2	18	-	-	3
GEST3762-1	<i>Digital Business (english language) - André BLAVIER</i>	B1	Q2	18	-	-	3
GEST3754-1	<i>Entrepreneurship and Innovation (english language) - Frédéric OOMS, Bernard SURLEMONT</i>	B1	Q1	18	-	-	3
GEST3029-1	<i>International Strategy (english language) - Nathalie CRUTZEN, Anthony SANTINO</i>	B1	Q2	18	-	-	3
INFO2039-2	<i>Management Information Systems (english language) - Ashwin ITTOO, Nicolas NEYSEN</i>	B1	Q1	30	-	-	5
MQGE0005-5	<i>Quantitative Methods in Management (english language) - Part : Operations Research - Yasemin ARDA - Part : Statistics - Cédric HEUCHENNE</i>	B1	Q1	15	-	-	5

Choose one of the following courses : (B1 : 3Cr)

DROI0929-2	<i>International and Belgian Taxation (english language) - Eric VON FRENCKELL</i>	B1	Q1	30	-	-	3
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Notice : The course DROI0929-2 is not accessible to students who passed a course of tax law

DROI1310-1	<i>Private International Law</i> (english language) - Cedric VANLEENHOVE	B1	Q2	20	-	-	3
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Choose one of the following courses : (B1 : 2Cr)

GEST3030-1	<i>Development of managerial skills</i> - JeanMarie DUJARDIN, Jocelyne ROBERT	B1	TA	12	-	-	2
GEST3130-1	<i>Managerial Skills Development</i> (english language) - JeanMarie DUJARDIN	B1	Q2	12	-	-	2

Notice : The course GEST3130-1 is only open to non-French speaking foreign students

Choose one of the following courses : (B1 : 3Cr)

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	B1	Q2	30	-	-	3
LANG1926-1	<i>Advanced German 4</i> - Laurent GIANOTTI	B1	Q2	30	-	-	3
LANG1927-1	<i>Spanish 4</i> - Valérie COYETTE, Véronique PEIFFER	B1	Q2	30	-	-	3
LANG1928-1	<i>Advanced Spanish 4</i> (spanish language) - Nicole GRUTMAN	B1	Q2	30	-	-	3
LANG1929-1	<i>Italian 4</i> - Christine HANON	B1	Q2	30	-	-	3
LANG1930-1	<i>Advanced Italian 4</i> - Christine HANON	B1	Q2	30	-	-	3
LANG1931-1	<i>Dutch 4</i> - Nicole ENGELEN	B1	Q2	30	-	-	3
LANG1932-1	<i>Advanced Dutch 4</i> - Lutgarde NACHTERGAELE	B1	Q2	30	-	-	3
LANG1933-1	<i>Elementary German 1</i> - Marie MAWHIN	B1	Q2	30	-	-	3
LANG1934-1	<i>Elementary Spanish 1</i> - Alexis ALVAREZ BARBOSA	B1	TA	30	-	-	3
LANG1936-1	<i>Elementary Dutch 1</i> - Stéphane GHIJSEN, Catherine PEETERS	B1	TA	30	-	-	3
LANG1954-1	<i>French beginner level 1</i> - ISLV, Marielle MARÉCHAL	B1	Q2	30	-	-	3

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

LANG6009-1	<i>Elementary Chinese 1</i> - Pengcheng HU	B1	Q2	30	-	-	3
LANG6010-1	<i>Elementary Italian 1</i> - Christine HANON	B1	Q2	30	-	-	3

Option 2 : Public management (programme in collaboration with ESFAM - Bulgaria) (B1 : 30Cr)

ECON2277-1	<i>Political, economic and social challenges in Europe and over the world</i> - Michel HERMANS	B1	Q1	24	-	-	3
ECON2278-1	<i>Economy of public finances</i> - Bernard JURION	B1	Q1	30	-	-	4
GEST3150-1	<i>Management of the public sector (principles, evolution of theories and practices, information system)</i> - Christian SERRADJI	B1	Q1	24	-	-	3

Choose one module from : (B1 : 20Cr)

Module 1 : European Business Management (B1 : 20Cr)

DROI1287-1	<i>European law</i> - Ivan BOEV	B1	Q2	30	-	-	4
ECON2279-1	<i>European Structural Funds</i> - Borislav CHAPOV	B1	Q2	30	-	-	4
SPOL2340-1	<i>Governance and european institutions</i> - <i>Democracy and governance</i> - Michel HERMANS - <i>European institutions</i> - Michel HERMANS	B1	Q2	15	-	-	4
GEST3151-1	<i>European project setup</i> - <i>Installation of European projects</i> - Erol KÜLAHCI	B1	Q2	15	-	-	4

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	- <i>Operational management of European projects</i> - Erol KÜLAHCI	15	-	-		
DROI1289-1	<i>European public policies</i>	B1	Q2			4
	- <i>fiscal policy</i> - Isabelle RICHELLE	15	-	-		
	- <i>Sectoral policies. Analysis and Issues</i> - JeanMichel EYMERIDOUZANS	15	-	-		
Module 2 : public institutions management (B1 : 20Cr)						
DROI1288-1	<i>Purchase and procurement contract</i> - Laura Elena MARINAS	B1	Q2	16	-	2
FINA0082-1	<i>Accountancy and financial management of public institutions</i> - Wilfried NIESSEN	B1	Q2	30	-	4
DROI1290-1	<i>Public law</i> - Sébastien RADULETU	B1	Q2	30	-	4
GEST3153-1	<i>Management of local authorities</i> - Mohamed Said YAHIAOUI	B1	Q2	24	-	3
GEST3154-1	<i>Project Management</i>	B1	Q2			4
	- <i>Project Assembly and Funding</i> - dimitar PEHLIVANOV	15	-	-		
	- <i>Project Evaluation and Operational Management</i> - dimitar PEHLIVANOV	15	-	-		
GEST3152-1	<i>Strategic Management in public Institutions</i>	B1	Q2			3
	- <i>Performance Management of public Institutions</i> - Marius BERTOLUCCI	9	-	-		
	- <i>Organization and strategic Approach of the public Action</i> - Marius BERTOLUCCI	15	-	-		

Additional ECTS Master in management (60 ECTS)

Optional courses (B0 : 60Cr)

The complementary course programme imposed on each student will be determined by the jury according to the student's prior training: it will consist of 60 course credits essentially drawn from those given below (exemptions of up to 15 credits may be granted if the student can show evidence in their file that they have acquired the minimum harmonisation in their previous curriculum). (B0 : 60Cr)

FINA0001-1	<i>Financial statement analysis and financing an enterprise</i> - Jacques BERWART	B0	Q2	45	-	5
FINA0092-1	<i>Financial Analysis and Corporate Financing</i> (english language) - Isabelle DEGAND	B0	Q2	45	-	5
GEST3054-1	<i>Analysis of organizations</i> - Jocelyne ROBERT	B0	Q1	50	-	5
GRHO0042-1	<i>Organizations Analysis</i> (english language) - Sabine HAINE, Jocelyne ROBERT	B0	Q1	50	-	5
LANG2941-1	<i>English 3 - 1st part</i> - Laurent GIANOTTI, Lucie GILLET, Xuan Giang NGUYEN, Pauline WARROQUIERS	B0	Q1	60	-	7
LANG2942-1	<i>English 3 - 2nd part</i> - Xuan Giang NGUYEN, Pauline WARROQUIERS	B0	Q2	30	-	3
GEST0368-1	<i>Cost Accounting</i> - Anne CHANTEUX	B0	Q2	30	-	5
GRHO0001-4	<i>Strategic Human Resources Management</i> - François PICHAULT	B0	Q1	45	-	5
GRHO0041-1	<i>Strategic Human Resources Management</i> (english language) - François PICHAULT	B0	Q1	45	-	5
INFO0074-1	<i>Computing and digital transformation</i> - André BLAVIER, Samedi HENG, Eric VYNCKE	B0	Q2	40	15	5
ECON0610-4	<i>Introduction to political economy</i>	B0	Q2			5
	- <i>Theory</i> - HenryJean GATHON	30	-	-		
	- <i>Practice</i> - HenryJean GATHON	-	15	-		

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DROI0908-1	<i>Law and businesses</i> - Jacques DEFER	B0	Q2	30	-	-	5
GEST0832-4	<i>Financial Markets</i> - Danielle SOUGNÉ	B0	Q2	40	15	-	5
FINA0091-1	<i>Market Finance in EU</i> (english language) - Julien HAMBUCKERS, Georges HÜBNER	B0	Q2	40	15	-	5
GEST3014-2	<i>Principles of marketing</i> - Chantal DE MOERLOOSE	B0	Q1	50	-	-	5
MARK9202-1	<i>Marketing : Concepts and Decision Making</i> (english language) - AnneChristine CADIAT	B0	Q1	40	-	-	5
ECON2259-1	<i>Microeconomics and industrial economy</i> - Axel GAUTIER, Bernard THIRY	B0	Q2	40	15	-	5
GEST1039-1	<i>Business simulation</i> - Wilfried NIESSEN - [30h Mon. WS]	B0	TA	-	-	[+]	2
LOGI0001-2	<i>Supply Chain Management</i> (english language) - Thierry PIRONET	B0	Q1	45	-	-	5
MATH2017-1	<i>Mathematics (part 1)</i> - Pascal DUPONT	B0	Q1	23	8	-	3
MATH2018-1	<i>Mathematics (part 2)</i> - Pascal DUPONT	B0	Q2	22	7	-	3
STAT0066-1	<i>Statistics</i> - Isabelle PAYS	B0	Q1	30	15	-	5