

Block view of the study programme

Or Th Pr Au Cr

Block 1

Compulsory courses

GEST7013-1	<i>Business environment</i> - AnneChristine CADIAT, Jacques DEFER, HenryJean GATHON	Q1	45	-	-	5
FINA9014-1	<i>Finance for business</i> - Anne CHANTEUX, Magali HERMAN	Q1	45	-	-	5
MQGE9002-1	<i>Supply Chain Management for Commercial Performance</i> (english language) - Thierry PIRONET	Q1	27	-	-	3
LANG9906-1	<i>Business English (B2)</i> - H�el�ene BRIAMONT	Q2	18	-	-	2
GEST7018-1	<i>Research methodology</i> - Benjamin HUYBRECHTS	Q2	9	-	-	1
GSTG3004-1	<i>Immersion in business 1</i> - Thierry PIRONET	TA	-	-	-	24

Optional courses

Choose one language course from the following :

LANG9907-1	<i>Commercieel Nederlands - level 1 (B1)</i> - Monique STASSEN, Isabelle VAN DEN HOVE	TA	27	-	-	3
LANG9908-1	<i>Handelsdeutsch - Teil 1 (B1)</i> - Marie MAWHIN	TA	27	-	-	3

Single focus

Professional Focus

GEST7049-1	<i>Sales and strategic negotiation</i> - Willem STANDAERT	Q2	54	-	-	6
GEST7050-1	<i>Digital Marketing and Sales Analytics</i> (english language) - St�ephanie AERTS	Q2	54	-	-	6
GEST7017-1	<i>Business Strategy and Strategic Marketing</i> (english language) - Willem STANDAERT	Q2	45	-	-	5

Block 2

Compulsory courses

GEST7019-1	<i>Innovation and Change Management</i> (english language) - Olivier LISEIN, Fr�ed�eric OOMS	Q1	54	-	-	6
GEST7020-1	<i>Commercieel Nederlands - level 2 (B1)</i> - Monique STASSEN, Isabelle VAN DEN HOVE Prerequisite : GEST7016-1 - Langues et communication commerciale	Q1	18	-	-	2
GMEM9006-1	<i>Final thesis</i>	TA	-	-	-	15
GSTG3005-1	<i>Immersion in business 2</i> - Thierry PIRONET Prerequisite : GSTG3004-1 - Immersion en entreprise 1	TA	-	-	-	24

Optional courses

Single focus

Professional Focus

GEST7021-1	<i>Leadership and Management in relation to salesforces</i> - Didier DEFRERE	Q1	45	-	-	5
GEST7051-1	<i>Strategic Rooms (Simulation Game)</i> (english language) - Willem STANDAERT	Q1	36	-	-	4
MARK9303-1	<i>Services and Brand Management</i> (english language) - C�ecile DELCOURT, Laurence DESSART	Q2	36	-	-	4