

**Block view of the study programme**

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**Block 1**

**Compulsory courses**

GTFE0015-1 *Final Work - COLLÉGIALITÉ* TA - - - **15**

**Optional courses**

**Choose one module from :**

**General management**

GEST0009-1 *Business Simulation* - Anne BILS, Louis ESCH, Wilfried NIESSEN Q2 - - - **4**

GEST1093-1 *Entrepreneurship* - Julien PAESCHEN Q2 30 - - **4**

MARK8001-1 *Marketing digital* - Laurence DESSART, Benoît RONDEUX Q2 20 - - **3**

FINA0070-2 *Finance and insurance principles* - John PIETQUIN Q1 30 - - **5**

GEST1097-1 *Workshop in People Management*  
- *Change management* - Vincent PIEDBOEUF Q2 15 - - **4**  
- *Management by objectives* - Fabrice DE ZANET, JeanLouis PIRE 15 - -

DROI1249-3 *Business taxation (direct and indirect), Part 2 : indirect taxation* - Vincent SEPULCHRE Q2 20 - - **4**

GEST0196-3 *International Management* - Edit HERCZOG Q1 30 - - **4**

LANG0805-5 *English for Management (L1) Level 4 (english language)* - ISLV, Kevin NOIROUX Q2 30 - - **4**

INFO2040-1 *Management Information Systems* - André BLAVIER Q1 30 - - **4**

FINA0073-1 *Management control and corporate strategy seminar* - Anne CHANTEUX, Nathalie CRUTZEN Q2 30 - - **5**

Choose one of the following courses :

LANG0810-4 *Dutch 4 (Out-of-hours class)* - Marc MICELI Q2 30 - - **4**

LANG7004-1 *Elementary Dutch (Out-of-hours class)* - Marc MICELI Q2 30 - - **4**

**International MBA**

*Notice : This programme, only open upon application, is organised abroad (DR Congo) (and is conditional upon agreement of ARES)*

GEST7066-1 *Leadership & People Management* Q2 20 - - **4**

FINA9016-1 *Market finance* Q2 24 - - **5**

MARK9305-1 *Digital marketing* Q2 24 - - **4**

GEST7067-1 *Entrepreneurship and innovation* Q2 24 - - **4**

GEST7068-1 *Projects management* Q1 24 - - **5**

FINA9017-1 *Corporate finance* Q1 24 - - **5**

GEST7069-1 *Intercultural management* Q1 24 - - **5**

GEST7070-1 *Corporate strategy* Q2 24 - - **5**

GEST7071-1 *Corporate social responsibility* Q2 24 - - **4**

GEST7072-1 *Business simulation* Q2 24 - - **4**

**Bloc d'aménagement du programme de l'année**

**Additional ECTS Master in management (evening classes)**

#### Optional courses

Each student's programme will be determined by the Jury depending on their prior education; it consists of 60 course credits essentially from those offered below (exemptions of up to 15 credits may be granted if the student can demonstrate in their application that they have acquired the harmonisation levels required in their previous course):

GEST0368-2	<i>Cost Accounting</i> - Anne CHANTEUX	Q1	30	-	-	<b>5</b>
GEST0197-1	<i>Introduction to organization analysis, Theory</i> - Jocelyne ROBERT	Q1	30	-	-	<b>5</b>
DROI0908-1	<i>Law and businesses</i> - Jacques DEFER	Q2	30	-	-	<b>5</b>
GEST7081-1	<i>Preparation of final dissertation</i> - <i>Preparing the scientific approach</i> - Annie CORNET - <i>Methodology in management sciences</i> - Annie CORNET	Q2				<b>4</b>
				-	15	-
				15	-	-
MATH0109-1	<i>Mathematics</i> - Pascal DUPONT	Q2	45	15	-	<b>6</b>
DROI1249-1	<i>Business taxation (direct and indirect), Part 1 : direct taxation</i> - Isabelle BRÉVIÈRE	Q2	30	5	-	<b>5</b>
FINA0072-1	<i>Analysis of financial statements</i> - Pascal DEPRAETERE	Q1	30	-	-	<b>5</b>
STAT0068-1	<i>Statistics (night classes)</i> - Isabelle PAYS	Q1	30	15	-	<b>5</b>
GEST0093-1	<i>Operations and quality management</i> - Thierry PIRONET	Q2	30	-	-	<b>5</b>
GRHO0010-2	<i>Human resources management</i> - Frédéric NAEDENOEN	Q1	30	-	-	<b>5</b>
MARK0012-1	<i>Basics of marketing</i> - AnneChristine CADIAT, Laurence DESSART	Q1	30	-	-	<b>5</b>
GEST3061-1	<i>Skills workshops</i> - David HOMBURG	Q2	-	-	-	<b>4</b>
LANG0778-1	<i>English level 3</i> - ISLV, Kevin NOIROUX	Q2	90	-	-	<b>6</b>