

**Block view of the study programme**

Or Th Pr Au Cr

**Block 1**

**Optional courses**

**Choose the programme according to the background**

**NEW PROGRAMME**

GEST7077-1	<i>International economic environment</i> - Jérôme SCHOENMAECKERS	Q1	36	-	-	<b>4</b>
FINA9014-1	<i>Finance for business</i> - Anne CHANTEUX, Magali HERMAN	Q1	45	-	-	<b>5</b>
MQGE9005-1	<i>Supply Chain Processes for Commercial Performance</i> (english language) - Thierry PIRONET	Q2	36	-	-	<b>4</b>
LANG9906-1	<i>Business English (B2)</i> - Stéphanie HAYEN, Andrea MOMMER	Q2	18	-	-	<b>2</b>
GEST7080-1	<i>Research Topic Identification</i> - Nadia STEILS	Q2	9	-	-	<b>1</b>
GSTG3004-1	<i>Immersion in business 1</i> - Thierry PIRONET	TA	-	-	-	<b>24</b>

Choose one of the following courses :

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

**Single focus**

**Professional Focus**

GEST7078-1	<i>Sales and strategic negotiation</i> - Willem STANDAERT	Q2	45	-	-	<b>5</b>
GEST7079-1	<i>E-Business and Digital Marketing</i> (english language) - Vincent NANNI	Q2	27	-	-	<b>3</b>
MQGE9003-1	<i>Sales Analytics Part I Data Management</i> (english language) - Stéphanie AERTS - Suppl : Morgane DUMONT	Q2	36	-	-	<b>4</b>
GEST7017-1	<i>Business Strategy and Strategic Marketing</i> (english language) - Willem STANDAERT	Q1	45	-	-	<b>5</b>

**TRANSITIONAL PROGRAMME**

GEST7013-1	<i>Business environment</i>	Q1	45	-	-	<b>5</b>
FINA9014-1	<i>Finance for business</i> - Anne CHANTEUX, Magali HERMAN	Q1	45	-	-	<b>5</b>
MQGE9002-1	<i>Supply Chain Management for Commercial Performance</i> (english language)	Q2	27	-	-	<b>3</b>
LANG9906-1	<i>Business English (B2)</i> - Stéphanie HAYEN, Andrea MOMMER	Q2	18	-	-	<b>2</b>
GEST7018-1	<i>Research methodology</i>	Q2	9	-	-	<b>1</b>
GSTG3004-1	<i>Immersion in business 1</i> - Thierry PIRONET	TA	-	-	-	<b>24</b>

Choose one language course from:

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

**Single focus**

**Professional Focus**

GEST7049-1	<i>Sales and strategic negotiation</i>	Q2	54	-	-	<b>6</b>
GEST7050-1	<i>Digital Marketing and Sales Analytics</i> (english language)	Q2	54	-	-	<b>6</b>

GEST7017-1	<i>Business Strategy and Strategic Marketing</i> (english language) - Willem STANDAERT	Q1	45	-	-	5
------------	--	----	----	---	---	---

#### Block 2

#### Optional courses

#### Choose the programme according to the background

##### NEW PROGRAMME

GEST7076-1	<i>Innovation and Change Management</i> (english language) - Olivier LISEIN, Frédéric OOMS	Q1	45	-	-	5
MQGE9004-1	<i>Sales Analytics Part II Predictive Methods</i> (english language) - Stéphanie AERTS	Q1	45	-	-	5
DROI8055-1	<i>Law and sales forces</i> - Jacques DEFER	Q1	27	-	-	3
GEST7075-1	<i>Research Methodology</i> (english language) - Nadia STEILS	Q1	9	-	-	1
GMEM9006-2	<i>Final thesis - project</i> <b>Prerequisite :</b> GEST7080-1 - Research Topic Identification	TA	-	-	-	30

Choose one of the following courses :

LANG9911-1	<i>Commercieel Nederlands - level 2 (B1)</i> - Monique STASSEN, Isabelle VAN DEN HOVE <b>Corequisite :</b> LANG9907-1 - Commercieel Nederlands - niveau 1 (B1)	Q1	27	-	-	3
LANG9910-1	<i>Handelsdeutsch - Teil 2 (B1)</i> - Laurent GIANOTTI <b>Corequisite :</b> LANG9908-1 - Handelsdeutsch - Teil 1 (B1)	TA	27	-	-	3

#### Single focus

##### Professional Focus

GEST7021-1	<i>Leadership and management of sales teams</i> - Didier DEFRÈRE	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) - Cécile DELCOURT, Laurence DESSART	Q2	36	-	-	4

##### TRANSITIONAL PROGRAMME

GEST7019-1	<i>Innovation and Change Management</i> (english language) - Olivier LISEIN, Frédéric OOMS	Q1	54	-	-	6
MQGE9004-1	<i>Sales Analytics Part II Predictive Methods</i> (english language) - Stéphanie AERTS	Q1	45	-	-	5
DROI8054-1	<i>Law and sales forces</i> - Jacques DEFER	Q1	18	-	-	2
GEST7075-1	<i>Research Methodology</i> (english language) - Nadia STEILS	Q1	9	-	-	1
GMEM9006-2	<i>Final thesis - project</i> <b>Corequisite :</b> GEST7018-1 - Méthodologie de recherche	TA	-	-	-	30

Choose one of the following courses :

LANG9911-1	<i>Commercieel Nederlands - level 2 (B1)</i> - Monique STASSEN, Isabelle VAN DEN HOVE <b>Corequisite :</b> LANG9907-1 - Commercieel Nederlands - niveau 1 (B1)	Q1	27	-	-	3
LANG9910-1	<i>Handelsdeutsch - Teil 2 (B1)</i> - Laurent GIANOTTI	TA	27	-	-	3

**Corequisite :**

LANG9908-1 - Handelsdeutsch - Teil 1 (B1)

**Single focus**

**Professional Focus**

GEST7021-1	<i>Leadership and management of sales teams</i> - Didier DEFRÈRE	Q1	45	-	-	<b>5</b>
GEST7051-1	<i>Strategic Rooms (Simulation Game)</i> (english language) - Willem STANDAERT	Q1	36	-	-	<b>4</b>
MARK9303-1	<i>Services and Brand Management</i> (english language) - Cécile DELCOURT, Laurence DESSART	Q2	36	-	-	<b>4</b>