

Block view of the study programme

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Block 1

Compulsory courses

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

Optional courses

Choose one of the following courses :

LANG9907-1	<i>Commercieel Nederlands - level 1 (B1)</i> - Monique STASSEN, Isabelle VAN DEN HOVE	Q2	27	-	-	3
LANG9908-1	<i>Handelsdeutsch - Teil 1 (B1)</i> - Laurent GIANOTTI	Q2	27	-	-	3

Single focus

Professional Focus

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

Block 2

Compulsory courses

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, Morgane DUMONT	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>	TA	-	-	-	30

Prerequisite :
GEST7080-1 - Research Topic Identification

Optional courses

Choose one of the following courses :

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

Single focus

Professional Focus

GEST7021-1	<i>Leadership and management of sales teams</i> - Michaël PARMENTIER	Q1	45	-	-	5
GEST7051-1	<i>Business Simulation Game</i> (english language) - Willem STANDAERT	Q1	36	-	-	4
MARK9303-1	<i>Services and Brand Management</i> (english language) - Cécile DELCOURT, Laurence DESSART - Suppl : Cécile DELCOURT	Q2	36	-	-	4