

## Cycle view of the study programme

		B1	Or	Th	Pr	Au	Cr
<b>Core curriculum compulsory courses (B1 : 10Cr, B2 : 15Cr)</b>							
INFO9026-1	<i>Management Analytics</i> (english language) - Siamak KHAYYATI	B1	Q2	30	-	-	5
GEST7105-1	<i>Scientific Methods in Management</i> (english language) - <i>Methods for Rigorous Research in Management and Economics</i> - Frédéric DUFAYS - <i>Master Thesis and Internship : Regulations and Procedures</i> - Frédéric DUFAYS	B1	TA 24	-	-		5
GPRO0002-1	<i>Skills workshops</i> - David HOMBURG	B2	TA	-	-	-	5
GEST3752-1	<i>Change Management</i> (english language) - Olivier LISEIN	B2	Q1	30	10	-	5
GEST3754-1	<i>Entrepreneurship and Innovation</i> (english language) - Frédéric DUFAYS, Frédéric OOMS	B2	Q1	30	-	-	5
<b>Common core courses (B1 : 35Cr, B2 : 30Cr)</b>							
<b>Choose one module from : (B1 : 20Cr)</b>							
<b>Module 1 (for international mobility students) (B1 : 20Cr)</b>							
ERAS0016-1	<i>Erasmus HEC (MSG)</i>	B1		-	-	-	20
<b>Module 2 (B1 : 20Cr)</b>							
MQGE0005-5	<i>Quantitative Methods in Management</i> (english language) - <i>Part : Operations Research</i> - Yasemin ARDA - <i>Part : Statistics</i> - Cédric HEUCHENNE	B1	Q1 15 15	- - -	- - -		5
INFO2039-2	<i>Management Information Systems</i> (english language) - Elise VANDOMME	B1	Q1	30	-	-	5
GEST3029-1	<i>Strategy &amp; Organizations</i> (english language) - Nathalie CRUTZEN, Anthony SANTINO	B1	Q1	30	-	-	5
GEST1116-1	<i>Leadership</i> (english language) - Michaël PARMENTIER	B1	Q1	30	-	-	5
Choose two courses out of the following : (B1 : 5Cr, B2 : 5Cr)							
[...] One level 4 course or basic level 1							
LANG1925-1	<i>German 4</i> (german language)	B1	Q2	30	-	-	5
LANG1926-1	<i>Advanced German 4</i> (german language)	B1	Q2	30	-	-	5
LANG1933-1	<i>Elementary German 1</i>	B1	TA	30	-	-	5
LANG6009-1	<i>Elementary Chinese 1</i>	B1	Q2	30	-	-	5
LANG1927-1	<i>Spanish 4</i> (spanish language)	B1	Q2	30	-	-	5
LANG1928-1	<i>Advanced Spanish 4</i> (spanish language)	B1	Q2	30	-	-	5
LANG1934-1	<i>Elementary Spanish 1</i>	B1	TA	30	-	-	5
LANG1954-1	<i>French beginner level 1</i> - ISLV, Marielle MARÉCHAL	B1	Q2	30	-	-	5
LANG1929-1	<i>(Advanced) Italian 4</i> (italian language)	B1	Q2	30	-	-	5
LANG6010-1	<i>Elementary Italian 1</i>	B1	Q2	30	-	-	5
LANG1932-1	<i>Dutch 4</i> (dutch language)	B1	Q2	30	-	-	5
LANG1936-1	<i>Elementary Dutch 1</i>	B1	Q2	30	-	-	5
Notice : the course LANG1954-1 is only accessible to non-French-speaking international students.							
[...] One level 5 course or basic level 2							
LANG1938-1	<i>German 5</i> (german language)	B2	Q1	30	-	-	5
LANG1939-1	<i>Advanced German 5</i> (german language)	B2	Q1	30	-	-	5

LANG1945-1	<i>Elementary German 2</i> <b>Prerequisite :</b> LANG1933-1 - Allemand élémentaire 1	B2	Q1	30	-	-	5
LANG1940-1	<i>Spanish 5 (spanish language)</i>	B2	Q1	30	-	-	5
LANG1941-1	<i>Advanced Spanish 5 (spanish language)</i>	B2	Q1	30	-	-	5
LANG7002-1	<i>Elementary Chinese 2</i> <b>Prerequisite :</b> LANG6009-1 - Chinois élémentaire 1	B2	Q1	30	-	-	5
LANG1946-1	<i>Elementary Spanish 2</i> <b>Prerequisite :</b> LANG1934-1 - Espagnol élémentaire 1	B2	Q1	30	-	-	5
LANG1942-1	<i>(Advanced) Italian 5 (italian language)</i>	B2	Q1	30	-	-	5
LANG7003-1	<i>Elementary Italian 2</i> <b>Prerequisite :</b> LANG6010-1 - Italien élémentaire 1	B2	Q1	30	-	-	5
LANG1950-1	<i>Dutch 5 (dutch language)</i>	B2	Q1	30	-	-	5
LANG1948-1	<i>Elementary Dutch 2 (dutch language)</i> <b>Prerequisite :</b> LANG1936-1 - Néerlandais élémentaire 1	B2	Q1	30	-	-	5
LANG1955-1	<i>French beginner level 2 - ISLV, Marielle MARÉCHAL</i> <b>Prerequisite :</b> LANG1954-1 - French beginner level 1	B2	Q1	30	-	-	5

Choose one of the following courses : (B1 : 5Cr)

DROI1310-1	<i>Private International Law (english language) - Cedric VANLEENHOVE</i>	B1	Q2	30	-	-	5
FINA0050-1	<i>Corporate Finance - Lectures and Seminars (english language) - Marie LAMBERT</i>	B1	Q2	30	-	-	5
MARK9201-1	<i>Consumer Experience (english language) - Laurence DESSART</i>	B1	Q1	30	-	-	5

Choose 1 sustainability course from: (B1 : 5Cr)

FINA9030-1	<i>Sustainable Finance (english language)</i> - <i>Ethics and Sustainability in Finance</i> - Patrick SCHWARZ - <i>Sustainable Business Models : a Serious Game</i> - Virginie XHAUFLAIR	B1	Q2	18	-	-	5
TECH2002-1	<i>Life Cycle Management (english language)</i> - <i>Life Cycle Assessment &amp; Ecodesign</i> - Andrea DI MARIA, Angélique LÉONARD - <i>Sustainable Business Models : a Serious Game</i> - Virginie XHAUFLAIR	B1	Q2	18	-	-	5
GEST7106-1	<i>Reporting and Metrics for Sustainability (english language)</i> - <i>Sustainability Reporting and Strategy</i> - Nathalie CRUTZEN - <i>Sustainable Business Models : a Serious Game</i> - Virginie XHAUFLAIR	B1	Q2	18	-	-	5

Choose courses totalling 25 ECTS from the following : (B2 : 25Cr)

GTFE8003-1	<i>Project-Thesis</i> <b>Prerequisite :</b> GEST7105-1 - Scientific Methods in Management	B2	TA	-	-	-	25
GTFE0013-1	<i>Research-Thesis - COLLÉGIALITÉ</i> <b>Prerequisite :</b> GEST7105-1 - Scientific Methods in Management	B2	TA	-	-	-	16
GSTG0014-2	<i>Internship - COLLÉGIALITÉ</i>	B2	Q2	-	-	-	9

GTFE9005-1	<i>Intrapreneurial Thesis</i> (english language) <b>Prerequisite :</b> GEST7105-1 - Scientific Methods in Management	B2 TA - - -	<b>16</b>
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GEST3759-1	<i>Strategic, Organizational and Information System Audits</i> (english language) - Olivier LISEIN - [200h AUTR] <b>Corequisite :</b> GEST3764-1 - Innovation Project Definition and Development (partim II) GEST3766-1 - Leadership in Project and Change Management GEST3767-1 - Consultant Roles and Responsibilities	B2 TA 24 - [+]	<b>9</b>
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*Notice :* Courses GTFE9005-1 and GEST3759-1 are compulsory and only accessible to students enrolled in the focus in Intrapreneurship and Management of Innovation Projects.

[...] Courses from the Master in management and/or Master in education

*Notice :* Students enrolled in the teaching focus are invited to replace the placement with elective courses chosen from the full programme of the master's degree in management sciences and/or one course from the education sciences programme of the Faculty of Psychology, Speech Therapy and Education Sciences, with the approval of the coordinator of the teaching focus.

**Focus compulsory courses (B1 : 15Cr, B2 : 10Cr)**

MARK0785-1	<i>Brand Management</i> (english language) - Laurence DESSART, Claire GRUSLIN	B1 Q2 30 - -	<b>5</b>
MARK9306-1	<i>Sustainable Strategic Marketing</i> (english language) - Laurence DESSART, Claire GRUSLIN, Willem STANDAERT	B1 Q2 30 - -	<b>5</b>
MARK0793-1	<i>Marketing Research</i> (english language) - Cécile DELCOURT	B1 Q2 30 - -	<b>5</b>
MARK0794-1	<i>Consumer Behavior</i> (english language) - Cécile DELCOURT <b>Prerequisite :</b> MARK0793-1 - Marketing Research	B2 Q1 30 - -	<b>5</b>
MARK0797-1	<i>Digital Marketing Strategy</i> (english language) - Laurence DESSART	B2 Q1 30 - -	<b>5</b>

**Focus optional courses (B2 : 5Cr)**

Choose one course from the following : (B2 : 5Cr)

GEST3032-1	<i>e-Commerce Methods and Techniques</i> (english language) - Ashwin ITTOO <b>Prerequisite :</b> INFO2039-2 - Management Information Systems	B2 Q1 30 - -	<b>5</b>
MARK0786-1	(pas organisé en 2026-2027) <i>Services Marketing and Management</i> (english language) <b>Prerequisite :</b> MARK0793-1 - Marketing Research	B2 Q1 30 - -	<b>5</b>

**Bridging courses Master in management (120 credits)**

**Optional courses (B0 : 60Cr)**

Each student's programme will be determined by the board based on their prior academic background; it will include 60 credits of courses, mainly selected from those listed below. Exemptions of up to 15 credits may be granted if the student provides evidence in their application file that they have already acquired the minimum harmonisation requirements in their previous studies. (B0 : 60Cr)

Pre-requisite

FINA0001-1	<i>Financial statement analysis and financing an enterprise</i> - Wouter TORSIN	B0 Q2 45 - -	<b>5</b>
FINA0092-1	<i>Financial Analysis and Corporate Financing</i> (english language) -	B0 Q2 45 - -	<b>5</b>

Wouter TORSIN							
GEST3054-2	<i>Analysis of organizations</i> - Wouter VLEUGELS	B0	Q1	30	15	-	5
LANG2941-1	<i>English 3 - 1st part</i>	B0	Q1	60	-	-	4
<i>Notice : un test obligatoire pour tous sera organisé en début d'année et permettra ou non la dispense de ce cours</i>							
LANG2942-1	<i>English 3 - 2nd part (english language)</i>	B0	TA	30	-	-	3
GEST0368-1	<i>Cost Accounting</i> - Giuseppina CAPODICI	B0	Q2	30	-	-	5
DROI0908-1	<i>Law and businesses</i>	B0	Q1	30	-	-	5
GRHO0001-4	<i>Strategic Human Resources Management</i> - Grégory JEMINE	B0	Q1	45	-	-	5
GRHO0041-1	<i>Organizational Behavior and Strategic Human Resources Management (english language)</i> - Michaël PARMENTIER	B0	Q1	45	-	-	5
INFO0074-1	<i>Computer science for economists and managers</i> - Elise VANDOMME	B0	Q2	40	15	-	5
GEST0832-4	<i>Financial Markets</i> - Georges HÜBNER	B0	Q2	40	15	-	5
FINA0091-1	<i>Market Finance in EU (english language)</i> - Caterina SANTI	B0	Q2	40	15	-	5
GEST3014-2	<i>Principles of marketing</i> - Nadia STEILS	B0	Q1	50	-	-	5
MARK9202-1	<i>Marketing : Concepts and Decision Making (english language)</i> - AnneChristine CADIAT	B0	Q1	40	-	-	5
MATH2017-1	<i>Mathematics (part 1)</i> - Jérôme DE BOECK	B0	Q1	23	8	-	3
MATH2018-1	<i>Mathematics (part 2)</i> - Jérôme DE BOECK	B0	Q2	22	7	-	3
ECON2314-1	<i>Microeconomics</i> - HenryJean GATHON	B0	Q2	40	15	-	5
GEST1039-1	<i>Business simulation</i> - Anne BILS, Anne CHANTEUX, Wilfried NIESSEN - [30h Mon. WS]	B0	TA	-	-	[+]	2
STAT2006-1	<i>Statistics (english language)</i> - Siamak KHAYYATI	B0	Q1	30	15	-	5
LOGI0001-2	<i>Supply Chain Management (english language)</i> - Thierry PIRONET	B0	Q1	45	-	-	5