

GEST2M

2016 - 2017

Master [120] in Management

At Louvain-la-Neuve - 120 credits - 2 years - Day schedule - In frenchDissertation/Graduation Project : **YES** - Internship : **optional**Activities in English: **YES**Activities on other sites : **optional**Main study domain : **Sciences économiques et de gestion**Organized by: **Louvain School of Management (LSM)**Programme code: **gest2m** - Francophone Certification Framework: 7**Table of contents**

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GEST2M - Introduction

Introduction

Introduction

This master prepares you for management positions in private and public organisations. It develops your abilities to:

1. integrate the theories and concepts of management for their effective and controlled application in a professional universe;
2. situate organisations in their socio-economic and institutional context, in order to understand the interdependencies between organisation and environment and translate them into management decisions;
3. integrate the realities of international competition into "socially responsible" management practices.

--> [The Master in Management, "Financial Management Track" and the double degree LSM-ICHEC](#)

Your profile

You:

- have a bachelor degree in economics and/or management and you wish to strengthen your managerial skills;
- you wish to be enterprising and transform initiatives into economic or social realities;
- you seek decision-making and managerial positions;
- you strive for excellence in national and international management.

Your future job

Entrepreneurial ability, the capacity to transform initiatives into economic realities, to organise these activities and ensure their continuity, to find the necessary resources and adequately combine them: these are the skills that one expects from those wishing to assume responsibilities in the management of companies.

Our graduates can be found in the highest corporate management positions, as well as in consultancy, auditing, banking, industry (production and operations management) and environmental management.

Your programme

During the course of this master, you will develop the skills necessary for mastering the complex and varied realities that companies encounter in the knowledge economy.

- You will learn to model and formalise management problems and situations;
- you will integrate the technological processes and master their application in the industrial world;
- you will strengthen your language skills by taking a part of the courses in English;
- you will be able to take a quarter of courses in one of the 130 partner universities;
- you will have the possibility, exclusive in Belgium, to be selected to complete your programme with the degree of Master's in International Management (CEMS);
- you will be able to have the opportunity to take the Annual Block 2 abroad either within the framework of the IB (International Business) programme which provides for an exchange stay in a university partner and the performance of a 6-month traineeship in a company outside the European Union, or by applying for a double degree organised with our partner universities;
- you will be able to integrate the specialisation in "entrepreneurship" (CPME training) or that in environmental management;
- you will be able to expand your choice of options thanks to the offer in the areas of expertise on the two campuses of the LSM.

GEST2M - Teaching profile

Learning outcomes

1. A profile of the graduate

The Master in Management prepares the graduate to meet the challenge of **becoming a socially responsible professional with a transversal approach to the management professions.**

The **Master in Management** is a programme that develops the transversal skills and expertise necessary for management functions in public or private, national or international, commercial or non-commercial organisations.

At the end of this programme (including an optional company work placement and foreign exchange), the graduate will have developed the skills and knowhow that will allow him to master the complex and varied issues that organisations encounter in management of occupations, skills and processes, whether at a strategic, tactical or operational level. He will also be specialised in one or more management functions: human management, marketing, finance, accounting, operations and logistics, e-business, etc.

At the end of this programme, the graduate will be:

Responsible:

He is capable of implementing socially responsible management practices in private or public organisations while taking account of the issues of international competition.

A professional:

- He will have assimilated management theories and concepts for efficient, expert use in a professional setting;
- He is capable of locating organisations in their socio-economic and institutional context, understanding the interdependences between the organisation and the environment, and translating them into management decisions;
- He will have developed in-depth skill in key management functions and their international aspects;
- He is capable of handling a wide variety of management problems, taking into account diverse economic, social and political environments.

Aware of the responsibility inherent to his profession, the graduate will have acquired the mindset of a critical participant, capable of making decisions in organisational environments by putting **ethical and socially responsible management values** at the centre of his concerns. He will have adopted an approach of continuous development that will allow him to be a professional demonstrating flexibility, capable of adapting and evolving positively in his environment.

2. The competency framework

At the end of this programme, the graduate is capable of:

Introduction

The exit profile of the Master in Management graduate is specified by the LSM competency framework (www.lsmcompetencyframework.be), with in particular:

- an academic education centred on training in economics and management, with a transversal approach to management functions.
- priority given to the following skills:
 - Acting as a socially responsible participant,
 - Mastering knowledge,
 - Acting in an international and multicultural context.
- a possibility of developing some of these skills in greater depth through his choice of options, tracks, thesis, work placement and exchange.

3. Research training

Students wishing to prepare for the completion of a Doctorate in Management or, more broadly, to learn the methods and domains in research, fundamental and applied, in management have the opportunity to follow the Specialized Focus. The Specialized Focus will develop the student's ability to:

- Identify and locate the different epistemological paradigms characterizing the research in management
- Master the specific methodological modelling approaches and/or empirical, qualitative/quantitative, and design a research platform

On successful completion of this programme, each student is able to :

1. Corporate citizenship

Act consciously, aware of their responsibilities, placing human and ethical considerations at the very heart of their thinking and actions.

- 1.1. Demonstrate independent reasoning, look critically and consciously at acquired knowledge (both academic and common sense) and managerial practices, in light of emerging circumstances and their outcomes.
- 1.2. Decide and act by incorporating ethical and humanistic values, integrity, respect for the laws and conventions, solidarity and civic action, and sustainable development.
- 1.3. Decide and act responsibly, while taking into account the social, economic and environmental, sometimes antinomic, outcomes in the short, medium and long term, for the various stakeholders.

2. Knowledge and reasoning

Master an active and integrated command of a multidisciplinary body of knowledge (content, methods, models, conceptual frameworks) essential to act expertly in the various areas of management.

- 2.1. Master the core knowledge of each area of management.
- 2.2. Master highly specific knowledge in one or two areas of management: advanced and current research-based knowledge and methods.
- 2.3. Articulate the acquired knowledge from different areas of management.
- 2.4. Activate and apply the acquired knowledge accordingly to solve a problem.
- 2.5. Contribute to the development and advancement of the management field.

3. A scientific and systematic approach

Analyze and resolve problems in multidisciplinary and complex management situations using a scientific and systematic approach.

- 3.1. Conduct a clear, structured, analytical reasoning by applying, and eventually adapting, scientifically based conceptual frameworks and models, to define and analyze a problem.
- 3.2. Collect, select and analyze relevant information using rigorous, advanced and appropriate methods.
- 3.3. Consider problems using a systemic and holistic approach: recognize the different aspects of the situation and their interactions in a dynamic process.
- 3.4. Perceptively synthesize the essential elements of a situation, demonstrating a certain conceptual distance, to diagnose and identify pertinent conclusions.
- 3.5. Produce, through analysis and diagnosis, implementable solutions in context and identify priorities for action.

4. Innovation and Entrepreneurship

Innovate, develops entrepreneurial capacities and lead change.

- 4.1. Identify new opportunities, propose creative and useful ideas; in situations that require new strategic approaches, break with existing models and paradigms, promote progress and change.
- 4.2. Undertake, develop and implement ideas around a new product, service, process or organizational structure, having evaluated the risks and remain pragmatic.
- 4.3. Integrate, collaborate and actively drive forward collective actions for change, and diffuse for social awareness.
- 4.4. Reflect on and improve the content, processes and goals of professional practices.

5. Work effectively in an international and multicultural environment

Work as an interface between stakeholders with different rationales, belief systems, training, nationalities, cultures...

- 5.1. Understand the inner workings of an organization: develop a global approach and integrate the internal logic used, within the organization.
- 5.2. Position and understand the functioning of an organization, in its local and international socio-economic dimensions and identify the associated strategic issues and operational decisions.
- 5.3. Understand and establish their own role and scope for action, in the overall operation of the organization, while liaising with the various internal and external stakeholders.

6. Teamwork and leadership

Integrate and work in a team; exercise enlightened leadership within the group.

- 6.1. Work in a team: join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.
- 6.2. Exercise enlightened leadership skills: unite and motivate different team members, identify, draw on and develop their skills and talents, guide them towards achieving a common goal, while adapting to time constraints and the changing environment.

7. Project management

Define and manage a project to completion, taking into account the objectives, resources and constraints that characterize the project environment.

- 7.1. Analyse a project within its environment and define the expected outcomes: identify what is at stake, the required outcomes and the environmental constraints; clearly define the project objectives and associate the performance indicators.
- 7.2. Organize, manage and control the process: structure and schedule the tasks, identify and allocate human and material resources, coordinate, delegate and supervise the tasks; take into account the anticipated constraints and risks.
- 7.3. Make decisions and take responsibility for them in an uncertain world: take initiatives and act, anticipate and be proactive, show discernment and good judgment and be prepared to make quick decisions, taking into account multiple factors and uncertainties; accept the risks and consequences of decisions.

8. Communication and interpersonal skills**Communicate, converse effectively and convincingly with the stakeholders.**

8.1. Express a clear and structured message, both orally and in writing in their mother tongue, in English and ideally, in a third language, adapted to the audience and using context specific communication standards.

8.2. Interact and discuss effectively and respectfully with diverse stakeholders (supervisors, peers, colleagues, clients ...) in face-to-face and group contexts, using both verbal and nonverbal communication skills: demonstrate the ability to listen, empathize, be assertive, provide and accept constructive criticism.

8.3. Convince and negotiate: understand the needs and viewpoints of others, put forward their reasoning in an appropriate, relevant and convincing manner, able to bring out points of agreement, even in antagonistic situations.

9. Personal and professional development**Display self-knowledge and independence, able to adapt quickly to new situations and involve positively.**

9.1. Independent self-starter: set priorities, anticipate and plan work activities within time constraints, rigorous, structured and thorough, even in changing, uncertain environments or crisis.

9.2. Self-awareness and self-control: be aware of and manage their own emotions, able to be objective about their work and behaviour, and recognize their own strengths and weaknesses, accept them and use them in a professional manner.

9.3. Self-motivation: be capable of creating a project in line with their own values and aspirations, confident and motivated in managing the implementation of the project, and persevere in difficult situations.

9.4. Quick study, lifelong learner: quickly and independently assimilate new information and skills needed to evolve in their professional environment, learn from successes and errors in the spirit of lifelong learning.

Programme structure**The 120 Master's degree in Management includes the following four elements:**

1. **Core subjects worth 30 credits**, including the master's thesis (20 credits), a course on corporate social responsibility (5 credits) as well as a seminar on topical issues in economics and management (5 credits).

2. **A professional focus worth 30 credits**, with in-depth study of the distinctive disciplines of the engineer: quantitative methods, technology, information systems, innovation and project management. The professional focus can also include an internship (10 credits) which may be linked to an issue dealt with in the master's thesis.

OR

A research focus worth 30 credits, including a basic epistemological training and a choice of courses in research methodologies in Management. These courses are offered in English. The research Focus also offers students the opportunity to deepen their knowledge in their field of specialization by selecting an elective course. It is complemented by 10-credit research internship in a research center linked to LSM

3. **Two option courses worth 15 credits**, each made up of three courses. These option courses enable students to specialise, by choosing a Major in Marketing or in Strategy and Organisation or in Finance or in Audit. Certain option courses are entirely or partly in English whilst others are only in French. Option courses are available on the two sites of the Louvain School of Management : Louvain-la-Neuve and Mons.

4. **An international exchange worth 30 credits**, during which students have the opportunity to take courses in one of the 145 partners universities of the Louvain School of Management. Students who do not wish to go abroad may instead take an option course worth 15 credits and 3 courses worth 5 credits each.

The Annual Block 1 of the Master's degree is devoted exclusively to courses in the professional focus and the core subjects, in addition to the two option courses. In the Annual Bloc 2, students may do their international exchange in the first semester as the second semester is devoted to the work placement and the master's thesis.

Annual Block 1		Annual Block 2	
Q1	Q2	Q3	Q4
1 CSR course	Seminar	Exchange	Internship
+	+	or	or
Focus courses	Focus courses	courses at LSM	courses at L
+	+		
Option 1 from the chosen major	Option 2 from the chosen major		
30 ECTS	30 ECTS	30 ECTS	10 ECTS
Master's thesis 20 ECTS			

The Louvain School of Management also provides students on the 120 hours Masters programmes five different areas of training which can be accessed after they have been selected:

• **CEMS Master's in International Management - CEMS MIM**

The Louvain School of Management is the sole partner in Belgium of this network which, for the last few years, has brought together the best European management schools and various partners from outside Europe.

This elite programme is designed to train future leaders of multinational and global companies.

• **Inter-faculty programme : Creation of Small and Medium Enterprises - CPME (Création des Petites et Moyennes Entreprises)**

This programme brings together students from different faculties at UCL and provides them with the analytical tools to help them understand business processes, start or take on businesses of different kinds and to develop business projects within existing organisations.

• **International Business programme - IB**

This programme is designed for students who wish to pursue an international career. Through an exchange of courses and a 6-month work placement abroad in a multinational company, it promotes an open-minded approach, intercultural awareness, adaptability and pro-activity, all of which are vital for work in an international context.

• **Double Degree - DD**

By gaining 60 credits from courses at UCL, 60 credits from one of the following partner universities and a dissertation worth 20 credits common to both institutions, students are awarded two degrees, one from the Catholic University of Louvain and the other from the partner university:

- Aalto University (Helsinki, Finland)
- Norwegian School of Economics and Business Administration (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- Vytautas Magnus University (Kaunas, Lithuania)
- KU Leuven (Leuven, Belgium)
- Instituto Superior Técnico - Technical University of Lisbon (Lisbon, Portugal)

A "Dedicated Double Degree", DDD focus on Environmental issues and Supply Chain Management, exclusively offered by LSM and NHH.

• **The Master in Management , "Financial Management Track" with a double degree LSM-ICHEC**

NOTE:

If you hold a second cycle university degree or a Bachelor degree equivalent to the Master in Management degree (i.e. minimum 240 credits), you can **access directly the second year of the Master 120 in Management**. This programme will include between **minimum 60 and maximum 75 credits**. For further information ->

Holders of a Master Degree in Business Engineering 120 (or Master in Management 120) with a Professional Focus, may acquire the Master's degree with a research focus by following the Reserach Focus 30 credit program.

For a programme-type, and regardless of the focus, options/or elective courses selected, this master will carry a minimum of 120 credits divided over two annual units, corresponding to 60 credits each.

> [Core courses](#) [en-prog-2016-gest2m-liag220t.html]

Focuses

- > [Professional focus](#) [en-prog-2016-gest2m-liag200s]
- > [Finalité approfondie](#) [en-prog-2016-gest2m-liag210a]

Options courses

- > [GEST Options - 1st Term](#) [en-prog-2016-gest2m-liag905r.html]
 - > [LLN - Finance 1 : Governance and Control I](#) [en-prog-2016-gest2m-liag412o.html]
 - > [LLN - Finance 2 : Corporate Finance I](#) [en-prog-2016-gest2m-liag419o.html]
 - > [LLN - Strategic Marketing](#) [en-prog-2016-gest2m-liag410o.html]
 - > [LLN - Human Resources and organisations I](#) [en-prog-2016-gest2m-liag250o.html]
 - > [LLN - European Business I](#) [en-prog-2016-gest2m-liag231o.html]
 - > [LLN - Economics of Strategy and Innovation](#) [en-prog-2016-gest2m-liag282o.html]
 - > [MONS - Asset Management](#) [en-prog-2016-gest2m-mgesm203o.html]
 - > [MONS - Marketing Decisions](#) [en-prog-2016-gest2m-mgesm201o.html]
 - > [MONS - Marketing Communication](#) [en-prog-2016-gest2m-mgesm210o.html]
 - > [MONS - Audit & Accounting I](#) [en-prog-2016-gest2m-mgesm205o.html]
 - > [MONS - Audit & Accounting III](#) [en-prog-2016-gest2m-mgesm212o.html]
 - > [MONS - Audit & Accounting IV](#) [en-prog-2016-gest2m-mgesm213o.html]
- > [Interuniversity Mobility Option - 1st Term](#) [en-prog-2016-gest2m-liag105r.html]
 - > [NAMUR - Services & Marketing Management 1 : Managing Resources in a Service World](#) [en-prog-2016-gest2m-niag238o.html]
 - > [ICHEC - North-South development and Management](#) [en-prog-2016-gest2m-biag237o.html]
 - > [ICHEC - Taxation](#) [en-prog-2016-gest2m-biag239o.html]
- > [GEST Options - 2nd Term](#) [en-prog-2016-gest2m-liag904r.html]
 - > [LLN - Finance 3 : Governance and Control II](#) [en-prog-2016-gest2m-liag413o.html]
 - > [LLN - Finance 4 : Corporate Finance II](#) [en-prog-2016-gest2m-liag414o.html]
 - > [LLN - Ethics in Business : Corporate Social Responsibility \(CSR\)](#) [en-prog-2016-gest2m-liag463o.html]

- > LLN - Special Issues Marketing [en-prog-2016-gest2m-liag460o.html]
- > LLN - Human Resources and organisations II [en-prog-2016-gest2m-liag251o.html]
- > LLN - Innovation 2 : Innovation in the Knowledge Economy [en-prog-2016-gest2m-liag427o.html]
- > LLN - Management Research [en-prog-2016-gest2m-liag450o.html]
- > LLN - European Business II [en-prog-2016-gest2m-liag232o.html]
- > LLN - E-Business [en-prog-2016-gest2m-liag253o.html]
- > LLN - International Business [en-prog-2016-gest2m-liag454o.html]
- > MONS - Digital marketing [en-prog-2016-gest2m-mingm205o.html]
- > MONS - Risk Management [en-prog-2016-gest2m-mgesm204o.html]
- > MONS - Audit & Accounting II [en-prog-2016-gest2m-mgesm206o.html]
- > MONS - Supply Chain : Logistics and Transportation [en-prog-2016-gest2m-mgesm209o.html]
- > Interuniversity Mobility Option - 2nd Term [en-prog-2016-gest2m-liag104r.html]
 - > NAMUR - Services & Marketing Management 2 : Creating Value in a Service World [en-prog-2016-gest2m-niag249o.html]
- > LLN - Entrepreneurship - CPME [en-prog-2016-gest2m-liag221o.html]
- > MONS - Immersion digital marketing [en-prog-2016-gest2m-mingm206o.html]
- > Exchange or COURSES [en-prog-2016-gest2m-liag112o.html]

Special programs

- > Master in International Management (CEMS MIM) [en-prog-2016-gest2m-liag231r.html]
- > LLN - Track CFA : Financial Management [en-prog-2016-gest2m-liag235r.html]

GEST2M Detailed programme

Programme by subject

CORE COURSES [30.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
 ✘ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Core subjects of 30 credits, including a master's thesis (20 credits), a course on Corporate Social Responsibility (5 credits) as well as a course on Philosophical Approach of Strategy and Innovation or the Seminar on current economical, managerial and political issues (5 crédits).

Year
1 2

○ Activities linked to the master's thesis (20 credits)

○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	x
○ LLSMD2094	Master's Thesis Seminar <i>The seminar sessions are spread over two blocks of the annual master but will be credited at the end of the annual block 2. From the first master block, you must register on iCampus (https://moodleucl.uclouvain.be), mandatory sessions already taking place on an annual block 1.</i>	Chantal.Demoerlose Nathalie.Guilmot Emilie.Malcourant Nicolas.Neysen Robert.Peirce	30h	2 Credits	1 + 2q		x

○ Philosophical Foundations of Strategy and Management (5 credits)

1 course among :

✘ LLSMS2298	Philosophical Foundations of Strategy and Innovation (in French)	Luc.Debrabandere	30h	5 Credits	2q	x	
✘ LLSMS2220	Seminar on current economical, managerial and political issues	Pierre.Semal	30h	5 Credits	2q	x	

○ Corporate social responsibility (5 credits)

1 course among :

✘ LLSMS2397	Corporate social responsibility	Sabine.Denis	30h+15h	5 Credits	1q	x	
✘ LESPO2212	Social responsibility in Economic life	Axel.Gosseries	15h	5 Credits	1q	x	
✘ LLSMS2099	Corporate Social Responsibility (in English)	Ina.Aust	30h	5 Credits	1q	x	
✘ LLSMS2098	Corporate Social Responsibility (in French)	Thierry.Brechet Carlos.Desmet	30h	5 Credits	1q	x	

LIST OF FOCUSES

- > Professional focus [en-prog-2016-gest2m-liag200s]
> Finalité approfondie [en-prog-2016-gest2m-liag210a]

PROFESSIONAL FOCUS [30.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The professional focus worth 30 credits is based on advanced study of the distinctive disciplines in management : Strategy, Finance, Management Control, Marketing and Human Resources. The professional focus also provides students with the opportunity to complete an internship worth 10 credits.

Year

1 2

o Management functions (20 credits)

Students must choose 4 courses from the following list of the 5 management functions. They should choose at least 2 in English. Please note that certain courses may not be chosen with certain options.

⊗ Management Control (5 credits)

⊗ LLSMF2001	Management Control (in French)	Yves.Deronge	30h	5 Credits	1q	X
⊗ LLSMS2101	Advanced Cost Management	Gerrit.Sarens	30h	5 Credits	2q	X

⊗ Finance (5 credits)

⊗ LLSMS2100A	Advanced Finance		30h	5 Credits	1q	X
⊗ LLSMS2100B	Advanced Finance		30h	5 Credits	1q	X
⊗ LLSMS2017	International financial reporting standards	Bruno.Colmant	30h	5 Credits	1q	X

⊗ Strategy (5 credits)

⊗ LLSMF2003	Advanced Strategic Management	Regis.Coeurderoy	30h	5 Credits	2q	X
⊗ LLSMS2103	Advanced Strategic Management	Guilhem.Bascle	30h	5 Credits	2q	X

⊗ Marketing (5 credits)

⊗ LLSMF2002	Advanced Marketing (in French)	Isabelle.Schuiling (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	2q	X
⊗ LLSMS2102	Advanced Marketing (in English)	Isabelle.Schuiling (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	2q	X

⊗ Human Resources (5 credits)

⊗ LLSMF2004	Advanced Human Resources Management (in French)	Michael.Dubois Evelyne.Leonard	30h	5 Credits	2q	X
⊗ LLSMS2104	Advanced Human Resource Management	Ina.Aust	30h	5 Credits	1q	X

o Internship OR courses to be chosen (10 credits)

For students in Master 120 in Management, the internship is optional. The students who do not choose the internship, will take 2 courses for a total of 10 credits, among: a) the courses which will not have been selected in the options already followed in in the annual block 1 and/or b) among the list of course below.

⌘ Internship (10 credits)

○ LLSMD2915	Stage avec accompagnement			8 Credits	2q		x
○ LLSMD2095	Séminaire d'accompagnement du stage	John.Cultiaux Nathalie.Delobbe Harmony.Glinne Thomas.Perilleux (coord.) Mathieu.Vanvyve	15h	2 Credits	2q		x

⌘ IB Internship (10 credits)

It's compulsory for selected IB Students to register to the IB internship which is exclusively reserved to them.

○ LLSMD2916	International Internship			8 Credits	2q		x
○ LLSMD2914	International Internship's Coaching	Christophe.Lejeune	30h	2 Credits	2q		x

⌘ Elective courses - 2nd term (10 credits)

⌘ LLSMF2007	Change Management (in French)	Nathalie.Guilmot (compensates Alain Vas) Alain.Vas	30h	5 Credits	2q	x	x
⌘ LLSMF2008	Business Law (in French)	Vincent.Cassiers (compensates Henri Culot) Henri.Culot	30h	5 Credits	2q	x	x
⌘ LLSMF2011	Knowledge Management (in English)	Bernard.Paque	30h	5 Credits	2q	x	x
⌘ LLSMS2003	Brand Management (in English)	Isabelle.Schuilting Valerie.Swaen (compensates Isabelle Schuilting)	30h	5 Credits	2q	x	x
⌘ LLSMS2006	Strategic Communication(in English)	Jacques.Francois	30h	5 Credits	2q	x	x
⌘ LLSMS2007	E-Marketing	Anne-Cecile.Jeandrain	30h	5 Credits	2q	x	x
⌘ LLSMS2014	Entrepreneurial finance (in English)	Axel.Funhoff (compensates Philippe Grégoire) Philippe.Gregoire	30h	5 Credits	2q	x	x
⌘ LLSMS2063	Industrial Relations in Europe (in English)	Maria.Jepsen (compensates Evelyne Léonard) Evelyne.Leonard Philippe.Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	x
⌘ LLSMS2071	Organizational Behaviour (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	x
⌘ LLSMS2073	Human Resources Strategic Management (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	x
⌘ LLSMS2096	Supply Chain Management (in English)	Pierre.Semal	30h	5 Credits	2q	x	x
⌘ LLSMS2374	Economics of the Internet (in English)	Paul.Belleflamme Wing.Lam (compensates Paul Belleflamme)	30h	5 Credits	2q	x	x

FINALITÉ APPROFONDIE [30.0]

● Mandatory

△ Courses not taught during 2016-2017

⊕ Periodic courses taught during 2016-2017

⊗ Optional

⊖ Periodic courses not taught during 2016-2017

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The research focus of 30 credits is centered on the epistemological and methodological training for research in management sciences. It offers the student the opportunity to choose a course in its area of specialization and complete a research internship at a research center linked to the LSM. It may be complemented by a memory research that consists of either a state of literature and the design of a research project, either as a first preliminary empirical research in a PhD.

Year

1 2

● Epistemology of Management (5 credits)

● LLSMA2001	Epistemology of management (in English)	Matthieu.Denanteuil	30h	5 Credits	2q	x	x
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● Business Research Methods (10 credits)

2 courses among :

⊗ LLSMA2002	Empirical Quantitative Research Methods	Philippe.Chevalier Assaad.Elakremi	30h	5 Credits	2q ⊕	x	x
⊗ LLSMA2003	Algorithmic models and simulation		30h	5 Credits	2q ⊖	x	x
⊗ LLSMA2004	Empirical Qualitative Research Methods (in French)	Alain.Decrop Laurent.Taskin	30h	5 Credits	2q	x	x

● Final Focus : Research Internship (10 credits)

● LLSMD2940	Research Internship			10 Credits	2q		x
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● Final Focus : Elective course (5 credits)

With the agreement of the Director of programme, the student completes his research focus by a course of their choice from the options or the professional focus of the 120 Master in Business Engineering, Management Science or other master programs, for a total of 5 credits.

OPTIONS [30.0]**Options**

During the Annual Block 1 of the Master's programme, students will specialize by taking a **major with 2 options** worth 15 ECTS each: one in the first term and one in the second. They have access to option courses offered by both of LSM' sites: Louvain-la-Neuve and Mons. Students' mobility from one site to another has been taken into account by concentrating at least three courses from a single option on a single day in the week.

Options within the major in MARKETING	Options within the major in STRATEGY and ORGANISATION	Options within the 3 majors in FINANCE
Term 1	Term 1	Major in "Governance and Control" (LLN)
<ul style="list-style-type: none"> . Strategic Marketing (LLN) . Marketing Decisions (Mons) . Marketing Communication (Mons) . Services & Marketing Management 1 (UNamur) 	<ul style="list-style-type: none"> . Human Resources and Organisations 1 (LLN) . Economics of Strategy and Innovation (LLN) . European Business 1 (LLN) 	<ul style="list-style-type: none"> . Governance and Control 1 (Q1) . Governance and Control 2 (Q2)
Term 2	Term 2	Major in "Corporate Finance" (LLN)
<ul style="list-style-type: none"> . Special Issues Marketing (LLN) . E-Business (LLN) . Digital Marketing (Mons) . Services & Marketing Management 2 (UNamur) 	<ul style="list-style-type: none"> . Human Resources and Organisations 2 (LLN) . Innovation in the Knowledge Economy (LLN) . European Business 2 (LLN) . E-Business (LLN) . Ethics in Business : CSR (LLN) . Logistics and Transportation (Mons) 	<ul style="list-style-type: none"> . Corporate Finance 1 (Q1) . Corporate Finance 2 (Q2)
		Major in "Financial Management" (Mons)
		<ul style="list-style-type: none"> . Asset Management (Q1) . Risk Management (Q2)

La majeure "Révisorat", exclusivement disponible sur le site de Mons, est donnée sur plusieurs années. Révisorat 1 et 2 doivent d'abord être réussis avant de pouvoir prendre Révisorat 3. Révisorat 4 est une option facultative sans nécessité de prérequis des autres options de révisorat.

All options can be followed in Annual Block 1 and in Annual Block 2 (except for the option "Language for Business" and options at ICHEC available in Annual Block 2 only).

[Options - Term 1](#)

[Options - Term 2](#)

[Interuniversity Mobility Options - Term 1](#)

[Interuniversity Mobility Options - Term 2](#)

Options included in particular programmes**CPME Programme**

Student selected and registered into this programme must follow 30 credits courses of the CPME option instead of 2 options of 15 credits. > [Entrepreneuriat - CPME](#)

CFA Track

Student registered into this advanced finance programme must follow the following in order options: "Asset Management" at Mons, "Risk Management" at Mons, "Advanced Financial Analysis" at ICHEC Brussels (accessible under conditions). > [Track CFA: Financial Management](#)

IB Programme

Student selected and registered into this programme must follow 15 credits courses of the IB option during Term 2 instead of the option previously chosen. > [International Business](#)

Double-degree

Student selected for a double-degree must follow the 30 credits courses of the major linked to its academic project of the double-degree. > [Double-diplômes à la LSM](#)

CEMS-MIM

Student selected into this programme must follow 15 credits courses of the CEMS option during Term 2 instead of the option previously chosen. > [CEMS - MIM](#)

Academic Exchange abroad or in Belgium

Student, who has acquired 55 credits master level courses at the June exam session and who has respected the application procedure for an exchange, will follow a study programme of 30 credits at the partner university. > [Regular Exchange](#)

Student who do not take part in an exchange programme must follow 30credits courses at the LSM. > [Exchange OR elective courses](#)

GEST Options - 1st Term

- > [LLN - Finance 1 : Governance and Control I](#) [en-prog-2016-gest2m-liag412o]
- > [LLN - Finance 2 : Corporate Finance I](#) [en-prog-2016-gest2m-liag419o]
- > [LLN - Strategic Marketing](#) [en-prog-2016-gest2m-liag410o]
- > [LLN - Human Resources and organisations I](#) [en-prog-2016-gest2m-liag250o]
- > [LLN - European Business I](#) [en-prog-2016-gest2m-liag231o]
- > [LLN - Economics of Strategy and Innovation](#) [en-prog-2016-gest2m-liag282o]

- > MONS - Asset Management [en-prog-2016-gest2m-mgesm203o]
- > MONS - Marketing Decisions [en-prog-2016-gest2m-mgesm201o]
- > MONS - Marketing Communication [en-prog-2016-gest2m-mgesm210o]
- > MONS - Audit & Accounting I [en-prog-2016-gest2m-mgesm205o]
- > MONS - Audit & Accounting III [en-prog-2016-gest2m-mgesm212o]
- > MONS - Audit & Accounting IV [en-prog-2016-gest2m-mgesm213o]

Interuniversity Mobility Option - 1st Term

- > NAMUR - Services & Marketing Management 1 : Managing Resources in a Service World [en-prog-2016-gest2m-niag238o]
- > ICHEC - North-South development and Management [en-prog-2016-gest2m-biag237o]
- > ICHEC - Taxation [en-prog-2016-gest2m-biag239o]

GEST Options - 2nd Term

- > LLN - Finance 3 : Governance and Control II [en-prog-2016-gest2m-liag413o]
- > LLN - Finance 4 : Corporate Finance II [en-prog-2016-gest2m-liag414o]
- > LLN - Ethics in Business : Corporate Social Responsibility (CSR) [en-prog-2016-gest2m-liag463o]
- > LLN - Special Issues Marketing [en-prog-2016-gest2m-liag460o]
- > LLN - Human Resources and organisations II [en-prog-2016-gest2m-liag251o]
- > LLN - Innovation 2 : Innovation in the Knowledge Economy [en-prog-2016-gest2m-liag427o]
- > LLN - Management Research [en-prog-2016-gest2m-liag450o]
- > LLN - European Business II [en-prog-2016-gest2m-liag232o]
- > LLN - E-Business [en-prog-2016-gest2m-liag253o]
- > LLN - International Business [en-prog-2016-gest2m-liag454o]
- > MONS - Digital marketing [en-prog-2016-gest2m-mingm205o]
- > MONS - Risk Management [en-prog-2016-gest2m-mgesm204o]
- > MONS - Audit & Accounting II [en-prog-2016-gest2m-mgesm206o]
- > MONS - Supply Chain : Logistics and Transportation [en-prog-2016-gest2m-mgesm209o]

Interuniversity Mobility Option - 2nd Term

- > NAMUR - Services & Marketing Management 2 : Creating Value in a Service World [en-prog-2016-gest2m-niag249o]
- > LLN - Entrepreneurship - CPME [en-prog-2016-gest2m-liag221o]
- > MONS - Immersion digital marketing [en-prog-2016-gest2m-mingm206o]
- > Exchange or COURSES [en-prog-2016-gest2m-liag112o]

GEST OPTIONS - 1ST TERM

LLN - FINANCE 1 : GOVERNANCE AND CONTROL I [15.0]

- Mandatory
- ⊕ Courses not taught during 2016-2017
- ⊕ Periodic courses taught during 2016-2017
- ⊗ Optional
- ⊗ Periodic courses not taught during 2016-2017
- Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q	x	x
● LLSMF2009	Taxation (in French)	Marcel.Gerard Alice.Pirlot	30h	5 Credits	1q	x	x
● MGEST2136	Contrôle interne et gestion des risques	Loïc.Decaux Benedicte.Vessie	45h+0h	5 Credits	1q	x	x

LLN - FINANCE 2 : CORPORATE FINANCE I [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017

- ✘ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2010	Corporate Finance	Bruno.Colmant (compensates Ilham Riachi) Ilham.Riachi	30h	5 Credits	1q	x	x
● LLSMS2009	Management of financial institutions	Luc.Henrard	30h	5 Credits	1q	x	x
● LLSMS2108	International Financial Management (in English)	Denis.Knaepen	30h	5 Credits	1q	x	x

LLN - STRATEGIC MARKETING [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017

- ✘ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2000	Studies and markets models (in French)	Marie-Paule.Kestemont Gordon.Pleyers (compensates Marie- Paule Kestemont) Gordon.Pleyers (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	1q	x	x
○ 2 courses among :							
✘ LLSMS2001	Consumer's behaviour (in French)	Nicolas.O.kervyn (compensates Valérie Swaen) Nicolas.O.kervyn Valerie.Swaen	30h	5 Credits	1q	x	x
✘ LLSMS2002	International Marketing (in French)	Isabelle.Schuiling	30h	5 Credits	1q	x	x
✘ LLSMS2004	Business to Business marketing (in English)	Baudouin.Meunier	30h	5 Credits	1q	x	x

LLN - HUMAN RESOURCES AND ORGANISATIONS I [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017

- ✘ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2070	Organizational Diagnostic (in French)	Evelyne.Leonard Anne.Rousseau (compensates Evelyne Léonard)	30h	5 Credits	1q	x	x
● LLSMS2072	Clinical Sociology of work (in French)	Thomas.Perilleux	30h	5 Credits	1q	x	x

Year

1 2

● LLSMS2074	Contemporary Issues in Human Resources (in French)	Farid.Benhassel Philippe.Depaepe	15h+15h	5 Credits	1q	x	x
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LLN - EUROPEAN BUSINESS I [15.0]

● Mandatory

△ Courses not taught during 2016-2017

⊕ Periodic courses taught during 2016-2017

⊗ Optional

⊖ Periodic courses not taught during 2016-2017

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

● LLSMS2060	European Economic Policy (in English)	Eric.Cornuel Didier.Reynders	30h	5 Credits	1q	x	
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o 2 courses among :

⊗ LLSMS2017	International financial reporting standards	Bruno.Colmant	30h	5 Credits	1q	x	x
⊗ LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q	x	x
⊗ LECON2864	Regulation: Theory and Practice		30h	5 Credits	1q	x	x
⊗ LLSMS2061	Corporate Strategy in Europe <i>Prerequisite: Have taken a course strategy.</i>	Benoit.Gailly Bernard.Paque (compensates Benoit Gailly)	30h	5 Credits	1q	x	x

LLN - ECONOMICS OF STRATEGY AND INNOVATION [15.0]

● Mandatory

△ Courses not taught during 2016-2017

⊕ Periodic courses taught during 2016-2017

⊗ Optional

⊖ Periodic courses not taught during 2016-2017

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

Year

1 2

⊗ LECON2372	Economics of Competition Policy	Elisabeth.Deghellinck	30h	5 Credits	1q	x	x
⊗ LLSMS2041	Economics of Innovation (in English)	Paul.Belleflamme	30h	5 Credits	1q	x	x
⊗ LECON2864	Regulation: Theory and Practice		30h	5 Credits	1q	x	x
⊗ LECON2370	Industrial Organization and Competition Policy <i>Prerequisite : LECGE1330 - Industrial Organization or equivalent course.</i>	Johannes.Johnen	30h	5 Credits	1q	x	x

MONS - ASSET MANAGEMENT [15.0]

● Mandatory

△ Courses not taught during 2016-2017

⊕ Periodic courses taught during 2016-2017

⊗ Optional

⊖ Periodic courses not taught during 2016-2017

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Incompatible with the option "Finance 1 : Asset Management" at Louvain-la-Neuve.

						Year	
						1	2
○ MGEST2168	Equity Valuation	Mikael.Petitjean Xavier.Suin	30h+0h	5 Credits	1q	x	x
○ MGEST2170	Fixed Income Analysis	Christophe.Dispas (compensates Frédéric Vrins) Isabelle.Platten Frederic.Vrins	30h+0h	5 Credits	1q	x	x
○ MGEST2164	Derivative Securities	Isabelle.Platten	30h+0h	5 Credits	1q	x	x

MONS - MARKETING DECISIONS [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
 ☒ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
○ MGEST2125	Distribution	Caroline.Ducarroz Nadia.Sinigaglia (compensates Caroline Ducarroz)	30h+0h	5 Credits	1q	x	x
○ MGEST2126	Price Management	Caroline.Ducarroz Nadia.Sinigaglia (compensates Caroline Ducarroz)	30h+0h	5 Credits	1q	x	x
○ MGEST2131	Product and Innovation	Claude.Pecheux Nadia.Sinigaglia (compensates Claude Pecheux)	30h+0h	5 Credits	1q	x	x

MONS - MARKETING COMMUNICATION [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
 ☒ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
○ MCOMU2202	Marketing Communications	Karine.Charry (compensates Claude Pecheux) Claude.Pecheux	30h+0h	5 Credits	1q	x	x
○ MCOMU2203	Processus de création publicitaire	Marc.Soumillion	30h+0h	5 Credits	1q	x	x
○ MCOMU2204	Methodology of the marketing communication	Nicolas.Lambert Ingrid.Poncin	30h+0h	5 Credits	1q	x	x

MONS - AUDIT & ACCOUNTING I [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MGEST2136	Contrôle interne et gestion des risques	Loïc.Decaux Benedicte.Vessie	45h+0h	5 Credits	1q	x	x
<input type="radio"/> MGEST2138	Fichiers comptables et contrôle des comptabilités informatisées	Dominique.Helbois	45h+0h	2 Credits	1q	x	x
<input type="radio"/> MGEST2140	Droit comptable	Yvan.Stempniewsky	45h+0h	4 Credits	1q	x	x
<input type="radio"/> MGEST2139	Règles d'évaluation	Anne-Catherine.Provost	30h+15h	4 Credits	1q	x	

MONS - AUDIT & ACCOUNTING III [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Prerequisites : "Audit & Accounting I and II"

						Year	
						1	2
<input type="radio"/> MGEST2209	Aspects légaux et normatifs du contrôle	Yvan.Stempniewsky Bernard.Vandenborre (compensates Yvan Stempniewsky)	30h+0h	3 Credits	1q		x
<input type="radio"/> MGEST2210	Audit et compétences professionnelles	Benedicte.Vessie	60h+0h	6 Credits	1q		x
<input type="radio"/> MGEST2211	Déontologie des professions comptables	Victor.Collin Victor.Collin (compensates Yvan Stempniewsky) Yvan.Stempniewsky	30h+0h	3 Credits	1q		x
<input type="radio"/> MGEST2212	International Standards on Auditing	Benedicte.Vessie	30h+0h	3 Credits	1q		x

MONS - AUDIT & ACCOUNTING IV [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Option for students enrolled in Audit (programme worth 135 credits)

						Year	
						1	2
<input type="radio"/> MDROI2144	Droit de l'entreprise en difficulté	Raphael.Gevers	30h+0h	5 Credits	2q	x	x
<input type="radio"/> MINFO1301	Gestion de données informatisées	Francois.Fouss	30h+15h	4 Credits	1q	x	x
<input type="radio"/> MGEST2220	Impôt des sociétés	Jean.Thilmany	30h+0h	6 Credits	1q	x	x

INTERUNIVERSITY MOBILITY OPTION - 1ST TERM

All options offered through inter-university mobility in collaboration with ICHEC can not be followed that 2nd annual block.

NAMUR - SERVICES & MARKETING MANAGEMENT 1 : MANAGING RESOURCES IN A SERVICE WORLD [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

						Year	
						1	2
<input type="radio"/>	LELMS2407	Methods for Service & Marketing research		30h	5 Credits	1q	x x
<input type="radio"/>	LELMS2401	Managing the Servicescape - Introducing to the World of Service		30h	5 Credits	1q	x x
<input type="radio"/>	LELMS2413	Services Marketing & Strategy		30h	5 Credits	2q	x x
<input type="radio"/>	LELMS2414	Services Operations Management		30h	5 Credits	1q	x x
<input type="radio"/>	LELMS2415	Gestion des relations interpersonnelles		30h	5 Credits	1q	x x

ICHEC - NORTH-SOUTH DEVELOPMENT AND MANAGEMENT [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Available only on annual block 2.

						Year	
						1	2
<input type="radio"/>	LPEDV2210	Problématiques de développement et projet de gestion		60h	5 Credits	1q	x
<input type="radio"/>	LPEDV2220	Spécificités de la gestion dans les pays du Sud		60h	5 Credits	1q	x
<input type="radio"/>	LPEDV2230	Economie et politiques de développement		60h	5 Credits	1q	x

ICHEC - TAXATION [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Available only on annual block 2.

						Year	
						1	2
<input type="radio"/>	LFISC2210	Fiscalité des entreprises		60h	5 Credits	1q	x
<input type="radio"/>	LFISC2220	Impôt sur le revenu des personnes physiques		60h	5 Credits	1q	x
<input type="radio"/>	LFISC2230	Principles of international taxation of Enterprises		60h	5 Credits	1q	x

GEST OPTIONS - 2ND TERM

LLN - FINANCE 3 : GOVERNANCE AND CONTROL II [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

						Year	
						1	2
<input type="radio"/> LLSMS2090	Auditing (in English)	Gerrit.Sarens	30h	5 Credits	2q	x	x
<input type="radio"/> LLSMF2016	Performance Management (in French) <i>Prerequisite : LLSMF 2001 - Contrôle de gestion</i>	Yves.Deronge	30h	5 Credits	2q	x	x
<input type="radio"/> LLSMS2118	Project evaluation	Leonardo.Iania	30h	5 Credits	2q	x	x

LLN - FINANCE 4 : CORPORATE FINANCE II [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2110	Advanced corporate finance	Yue.Zhang	30h	5 Credits	2q	x	x
<input type="radio"/> LLSMS2014	Entrepreneurial finance (in English)	Axel.Funhoff (compensates Philippe Grégoire) Philippe.Gregoire	30h	5 Credits	2q	x	x
<input type="radio"/> LLSMF2008	Business Law (in French)	Vincent.Cassiers (compensates Henri Culot) Henri.Culot	30h	5 Credits	2q	x	x

LLN - ETHICS IN BUSINESS : CORPORATE SOCIAL RESPONSIBILITY (CSR) [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2222	Advanced Seminar in Corporate Social Responsibility (in English)	Ina.Aust Carlos.Desmet Valerie.Swaen Claude.Verstraete	30h	5 Credits	2q	x	x

2 courses among :

<input type="radio"/> LECON2340	Economy and society	Isabelle.Ferreras Geraldine.Thiry	30h	5 Credits	2q	x	x
<input type="radio"/> LSPRI2225	Publics policies of Sustainability in the European Union	David.Aubin	30h	5 Credits	2q <input type="plus"/>	x	x

						Year	
						1	2
⊗ LFSA2202	Ethics and ICT	Axel.Gosseries Maxime.Lambrecht (compensates Olivier Pereira) Olivier.Pereira	30h	5 Credits	2q	x	x
⊗ LCPME2005	Social Entrepreneurship	Frederic.Dufays	30h	5 Credits	2q	x	x

LLN - SPECIAL ISSUES MARKETING [15.0]

- Mandatory
- ⊗ Optional
- △ Courses not taught during 2016-2017
- ⊙ Periodic courses not taught during 2016-2017
- ⊕ Periodic courses taught during 2016-2017
- Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2005	Advanced research methods in Marketing (in French)	Marie-Paule.Kestemont Valerie.Swaen (compensates Marie- Paule Kestemont)	30h	5 Credits	2q	x	x

o 2 courses among :

⊗ LLSMS2003	Brand Management (in English)	Isabelle.Schuiling Valerie.Swaen (compensates Isabelle Schuiling)	30h	5 Credits	2q	x	x
⊗ LLSMS2006	Strategic Communication(in English)	Jacques.Francois	30h	5 Credits	2q	x	x
⊗ LLSMS2007	E-Marketing	Anne-Cecile.Jeandrain	30h	5 Credits	2q	x	x

LLN - HUMAN RESOURCES AND ORGANISATIONS II [15.0]

- Mandatory
- ⊗ Optional
- △ Courses not taught during 2016-2017
- ⊙ Periodic courses not taught during 2016-2017
- ⊕ Periodic courses taught during 2016-2017
- Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

						Year	
						1	2
⊗ LLSMS2073	Human Resources Strategic Management (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	x
⊗ LLSMS2071	Organizational Behaviour (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	x
⊗ LLSMS2075	Awareness of group dynamics (in French) <i>Restricted access. Selection at the beginning of the academic year. See iCampus for access conditions.</i>	Patrice.Gobert Pierre.Meurens	30h	5 Credits	2q	x	x
⊗ LLSMF2007	Change Management (in French)	Nathalie.Guilmot (compensates Alain Vas) Alain.Vas	30h	5 Credits	2q	x	x
⊗ LLSMS2063	Industrial Relations in Europe (in English)	Maria.Jepsen (compensates Evelyne Léonard) Evelyne.Leonard Philippe.Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	x

LLN - INNOVATION 2 : INNOVATION IN THE KNOWLEDGE ECONOMY [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
- ☒ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2374	Economics of the Internet (in English)	Paul.Belleflamme Wing.Lam (compensates Paul Belleflamme)	30h	5 Credits	2q	x	x

o 2 courses among :

☒ LLSMS2115	E-Management (in English)	Olivier.Debroqueville	30h	5 Credits	2q	x	x
☒ LLSMF2011	Knowledge Management (in English)	Bernard.Paque	30h	5 Credits	2q	x	x
☒ LDROP2102	Droits intellectuels et nouvelles technologies	Alain.Strowel	30h	5 Credits	2q	x	x
☒ LLSMF2107	Strategic Management of Information Systems (in English)	Jean.Vanderdonck	30h	5 Credits	2q	x	x

LLN - MANAGEMENT RESEARCH [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
- ☒ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

This option is designed to prepare students who eventually wish to do a doctorate.

						Year	
						1	2
● LLSMA2001	Epistemology of management (in English)	Matthieu.Denanteuil	30h	5 Credits	2q	x	x
● LLSMA2002	Empirical Quantitative Research Methods	Philippe.Chevalier Assaad.Elakremi	30h	5 Credits	2q ⊕	x	x
● LLSMA2004	Empirical Qualitative Research Methods (in French)	Alain.Decrop Laurent.Taskin	30h	5 Credits	2q	x	x

LLN - EUROPEAN BUSINESS II [15.0]

- Mandatory
 △ Courses not taught during 2016-2017
 ⊕ Periodic courses taught during 2016-2017
- ☒ Optional
 ⊖ Periodic courses not taught during 2016-2017
 ■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

						Year	
						1	2
☒ LLSMS2065	Seminar in Cross Cultural Competences and Management (in English) <i>CEMS and IB students have priority on this course. Restricted access for European Business students, only with the approval of the Professor : see moodle (https://moodleucl.uclouvain.be) for access conditions.</i>	Ina.Aust Sunita.Malhotra	30h	5 Credits	2q	x	x
☒ LLSMS2062	Management of European Companies (Business Cases)	Eric.Cornuel	30h	5 Credits	2q	x	x

							Year	
							1	2
⊗ LLSMS2063	Industrial Relations in Europe (in English)	Maria.Jepsen (compensates Evelyne Léonard) Evelyne.Léonard Philippe.Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	x	
⊗ LLSMS2064	European Public Affairs (in English)	Jean- Christophe.Defraigne	30h	5 Credits	2q	x	x	
⊗ LECON2042	Globalization, firms and trade	Gonzague.Vannoorenbergh	30h	5 Credits	2q	x	x	

LLN - E-BUSINESS [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

3 courses among :

							Year	
							1	2
⊗ LLSMF2011	Knowledge Management (in English)	Bernard.Paque	30h	5 Credits	2q	x	x	
⊗ LLSMS2007	E-Marketing	Anne-Cecile.Jeandrain	30h	5 Credits	2q	x	x	
⊗ LLSMS2115	E-Management (in English)	Olivier.Debroqueville	30h	5 Credits	2q	x	x	
⊗ LLSMS2096	Supply Chain Management (in English)	Pierre.Semal	30h	5 Credits	2q	x	x	
⊗ LLSMF2107	Strategic Management of Information Systems (in English)	Jean.Vanderdonckt	30h	5 Credits	2q	x	x	

LLN - INTERNATIONAL BUSINESS [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

This option is only available to selected students for the IB program. They must follow this option and the option "IB" of the 2nd annual block, including the exchange and IB course.

							Year	
							1	2
⊙ LLSMS2065	Seminar in Cross Cultural Competences and Management (in English)	Ina.Aust Sunita.Malhotra	30h	5 Credits	2q	x		

⊙ IB Courses to be chosen (10 credits)

Students choose 2 courses among IB courses OR 1 course among the IB courses and 1 opening course from the list. Before making your choice, please check the schedule compatibility.

⊗ LLSMS2111	International Business (in English)	Christophe.Brognaux Sunita.Malhotra Frederic.Pouchain	30h	5 Credits	2q	x	
⊗ LLSMS2109	International Marketing Management (in English)	Gordon.Pleyers (compensates Isabelle Schuiling) Isabelle.Schuiling	30h	5 Credits	2q	x	
⊗ LLSMS2062	Management of European Companies (Business Cases)	Eric.Cornuel	30h	5 Credits	2q	x	

o **Opening Courses**

⌘ LASI2302	Analysis of contemporary Chinese society	Paul.Servais	30h	5 Credits	2q ⊕	x	
⌘ LASI2303	Analysis of contemporary Japanese society	Kanako.Goto	30h	5 Credits	2q	x	
⌘ LDVLP2640	Socio-economic analysis of the Arab world	Mohamed.Elbattui (compensates Vincent Legrand) Vincent.Legrand	30h	5 Credits	2q	x	
⌘ LLSMS2063	Industrial Relations in Europe (in English)	Maria.Jepsen (compensates Evelyne Léonard) Evelyne.Leonard Philippe.Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	

MONS - DIGITAL MARKETING [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MGEST2127	E-comportement du consommateur	Karine.Charry (compensates Ingrid.Poncin) Ingrid.Poncin	30h+0h	5 Credits	2q	x	
<input type="radio"/> MGEST2128	Méthodes et modèles en marketing	Caroline.Ducarroz Claude.Pecheux Nadia.Sinigaglia	30h+0h	5 Credits	2q	x	
<input type="radio"/> MGEST2182	Tendances en digital marketing	Ingrid.Poncin	30h+0h	5 Credits	2q	x	

MONS - RISK MANAGEMENT [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MGEST2160	Risk Management and Financial Institutions	Isabelle.Platten Pascal.Vanwynendaele (compensates Isabelle Platten)	30h+0h	5 Credits	2q	x	
<input type="radio"/> MGEST2161	Portfolio Management	Catherine.Dhondt	30h+0h	5 Credits	2q	x	

Specific courses - 1 course among : (5 credits)

Les étudiants du track "Financial Management" doivent prendre le cours MGEST2141A. Tous les autres étudiants doivent prendre le cours MGEST2183.

<input type="radio"/> MGEST2141A	IAS & IFRS - Partie I		30h	5 Credits	2q	x	
<input type="radio"/> MGEST2183	Behavioural finance	Rudy.Dewinne	30h+0h	5 Credits	2q	x	

MONS - AUDIT & ACCOUNTING II [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Prerequisites : "Audit & Accounting I" option.

						Year	
						1	2
<input type="radio"/> MDROI2143	Droit des sociétés approfondi et gouvernance d'entreprise	Werner.Derijcke	30h+0h	3 Credits	2q	x	
<input type="radio"/> MGEST2141	IAS and IFRS	Yvan.Stempniewsky	45h+0h	6 Credits	2q	x	
<input type="radio"/> MGEST2142	Normes comptables internationales de consolidation	Benedicte.Vessie	45h+0h	6 Credits	2q	x	

MONS - SUPPLY CHAIN : LOGISTICS AND TRANSPORTATION [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MGEST2240	Transport and mobility	Bart.Jourquin	30h+0h	5 Credits	2q	x	
<input type="radio"/> MGEST2241	Supply Chain Management	Jean-Sebastien.Tancrez	30h+0h	5 Credits	2q	x	
<input type="radio"/> MGEST2242	Modélisation des systèmes de transport	Bart.Jourquin	30h+0h	5 Credits	2q	x	

INTERUNIVERSITY MOBILITY OPTION - 2ND TERM

NAMUR - SERVICES & MARKETING MANAGEMENT 2 : CREATING VALUE IN A SERVICE WORLD [15.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="checkbox"/> LELMS2408	Consumer Behaviour & Experience		30h	5 Credits	2q	x	x
<input type="checkbox"/> LELMS2413	Services Marketing & Strategy		30h	5 Credits	2q	x	x
<input type="checkbox"/> LELMS2416	Service Design & Innovation		30h	5 Credits	2q	x	x
<input type="checkbox"/> LELMS2417	Droit des services et de la distribution		30h	5 Credits	2q	x	x
<input type="checkbox"/> LELMS2418	Gestion de la Relation Client (GRC)		30h	5 Credits	2q	x	x

LLN - ENTREPRENEURSHIP - CPME [30.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

This option, which must be take in its entirety, is worth 30 credits. It takes the form of a specialization in entrepreneurship which brings together all the multidisciplinary training in creating a small or medium-sized business. Students who choose this option must do their master's thesis within this particular framework. Access to this option is strictly limited to students selected based on their application form : see www.uclouvain.be/cpme.

Year
1 2

o CPME Activities (20 credits)

<input type="radio"/> LCPME2001	Entrepreneurship Theory (in French)	Frank.Janssen	30h+20h	5 Credits	1q	x	
<input type="radio"/> LCPME2002	Managerial, legal and economic aspects of the creation of a company (in French)	Regis.Coeurderoy Yves.Decordt Marine.Falize (compensates Régis Coeurderoy)	30h+15h	5 Credits	1q	x	
<input type="radio"/> LCPME2003	Business plan of the creation of a company (in French)	Frank.Janssen	30h+15h	5 Credits	2q	x	x

							Year	
							1	2
○ LCPME2004	Advanced seminar on Entrepreneurship (in French)	Roxane.DeHoe (compensates Frank Janssen) Frank.Janssen	30h+15h	5 Credits	2q	x		

o Courses to be chosen (15 credits)

3 courses among:

⊗ LLSMS2080	International Entrepreneurship (in English)	Frank.Janssen	30h+30h	5 Credits	2q	x	
⊗ LLSMS2081	Strategic Management of Start ups (in English)	Bartholomeus.Kamp Bryan.Toney	30h+30h	5 Credits	2q	x	
⊗ LLSMS2014	Entrepreneurial finance (in English)	Axel.Funhoff (compensates Philippe Grégoire) Philippe.Gregoire	30h	5 Credits	2q	x	
⊗ LCPME2005	Social Entrepreneurship	Frederic.Dufays	30h	5 Credits	2q	x	
⊗ LLSMX2001	Regenerative Economy	Yves.Deronge Guibert.Delmarmol	30h	5 Credits	2q	x	

MONS - IMMERSION DIGITAL MARKETING

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MQANT2218	Nouvelles technologies et pratiques émergentes	Francois.Fouss	30h+0h	5 Credits	1q		x
<input type="radio"/> MGEST2230	Digital data analysis	Marco.Ongaro	30h+0h	5 Credits	2q		x
<input type="radio"/> MGEST2231	Immersion professionnelle 1 - diagnostic	Karine.Charry Ingrid.Poncin	30h+0h	5 Credits	1q		x

EXCHANGE OR COURSES

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
- Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Students who do not leave in exchange following the LSM program consists of 30 credits: 2 options of 15 credits OR 1 option of 15 credits and 1 option "Language for Business" OR 1 option of 15 credits and 3 courses (3X5 credits) to be selected from: a) not yet selected courses in already followed options in the first annual block and / or b) from the list of courses to choose from below.

Year
1 2

LLN - Business communication in German (15 credits)

Only for students who are not doing an exchange in the first term of the 2nd annual block. Attention, some of these courses take place during both terms and can be incompatible with a part of the programme.

<input type="radio"/> LMULT2414	Oral business communication techniques in German (Part1)	Hedwig.Reuter	15h+15h	6 Credits	1q		x
<input type="radio"/> LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce.Collard	22.5h	4 Credits	1q		x
<input type="radio"/> LMULT2411	Economic, legal, social and political issues in German-speaking countries	Dany.Etienne	30h+15h	5 Credits	1q		x

LLN - Business communication in English (15 credits)

Only for students who are not doing an exchange in the first term of the 2nd annual block. Attention, some of these courses take place during both terms and can be incompatible with a part of the programme.

<input type="radio"/> LMULT2424	Oral business communication techniques in English (Part 1)	Sylvie.Decock	15h+15h	6 Credits	1q		x
<input type="radio"/> LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	Sylvie.Decock	22.5h	4 Credits	1q		x
<input type="radio"/> LMULT2421	Economic, legal, social and political issues in English-speaking countries	Paul.Arblaster	30h+15h	5 Credits	1q		x

LLN - Business communication in Dutch (15 credits)

Only for students who are not doing an exchange in the first term of the 2nd annual block. Attention, some of these courses take place during both terms and can be incompatible with a part of the programme.

<input type="radio"/> LMULT2434	Oral business communication techniques in Dutch (Part 1)	An.Goedgezelschap	15h+15h	6 Credits	1q		x
<input type="radio"/> LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Jean-Pierre.Colson	22.5h	4 Credits	1q		x
<input type="radio"/> LMULT2431	Economic, legal, social and political issues in Dutch-speaking countries	Philippe.Hilgsmann Matthieu.Sergier (compensates Philippe Hilgsmann)	30h+15h	5 Credits	1q		x

⊗ Elective Courses - 1st term (15 credits)

If a single option has been chosen, students may complete their programme with 3 optional courses (3X5 credits = 15 credits) to be chosen from : a) courses not previously chosen in the option already taken in annual block 1 and/or b) from the courses listed below.

⊗ LLSMF2009	Taxation (in French)	Marcel.Gerard Alice.Pirlot	30h	5 Credits	1q		x
⊗ LLSMS2000	Studies and markets models (in French)	Marie-Paule.Kestemont Gordon.Pleyers (compensates Marie-Paule Kestemont) Gordon.Pleyers (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	1q		x
⊗ LLSMS2001	Consumer's behaviour (in French)	Nicolas.O.kervyn (compensates Valérie Swaen) Nicolas.O.kervyn Valerie.Swaen	30h	5 Credits	1q		x
⊗ LLSMS2002	International Marketing (in French)	Isabelle.Schuiling	30h	5 Credits	1q		x
⊗ LLSMS2017	International financial reporting standards	Bruno.Colmant	30h	5 Credits	1q		x
⊗ LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q		x
⊗ LLSMS2050	Environmental Management (in French)	Daniel.Tyteca	30h	5 Credits	1q		x
⊗ LLSMS2060	European Economic Policy (in English)	Eric.Cornuel Didier.Reynders	30h	5 Credits	1q		x
⊗ LLSMS2061	Corporate Strategy in Europe	Benoit.Gailly Bernard.Paque (compensates Benoît Gailly)	30h	5 Credits	1q		x
⊗ LLSMS2072	Clinical Sociology of work (in French)	Thomas.Perilleux	30h	5 Credits	1q		x
⊗ LLSMS2074	Contemporary Issues in Human Resources (in French)	Farid.Benhassel Philippe.Depaepe	15h+15h	5 Credits	1q		x
⊗ LSPRI2040	Public Management: Strategies, Organization and Management Control	Christian.Devisscher	30h	5 Credits	1q		x

Alternatives

- > [Master in International Management \(CEMS MIM\)](#) [en-prog-2016-gest2m-liag231r]
> [LLN - Track CFA : Financial Management](#) [en-prog-2016-gest2m-liag235r]

MASTER IN INTERNATIONAL MANAGEMENT (CEMS MIM) [144.0]

- Mandatory
 Courses not taught during 2016-2017
 Periodic courses taught during 2016-2017
 Optional
 Periodic courses not taught during 2016-2017
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The CEMS Master in International Management (CEMS MIM) has a minimum total of 144 credits: 65 credits in annual block 1 and 79 credits in annual block 2. For more information, see the www.uclouvain.be/276950 page. Only students who have passed the selection, can follow this program.

Year
1 2

o CEMS/SG - Core Courses (25 credits)

A Core Courses of 25 credits, including a master's thesis (20 credits) and a course of Corporate Social Responsibility (5 credits).

o CEMS/SG - Activities linked to the final master's thesis (20 credits)

It is possible but not required to write a thesis in connection with the placement. As for the seminar it is spread over 2 blocks of the annual Master. Mandatory sessions have held annual block 1. REGISTRATION REQUIRED on iCampus "LLSMD2094" at the beginning of the first annual block (<https://icampus.uclouvain.be>). However registration for the seminar in your program of study, will appear on your virtual office Annual student that block 2.

<input type="radio"/> LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q		x
<input type="radio"/> LLSMD2094	Master's Thesis Seminar	Chantal.Demoerloose Nathalie.Guilmot Emilie.Malcourant Nicolas.Neysen Robert.Peirce	30h	2 Credits	1 + 2q	x	x

o CEMS/SG - Corporate Social Responsibility (5 credits)

1 course among :

<input checked="" type="radio"/> LLSMS2098	Corporate Social Responsibility (in French)	Thierry.Brechet Carlos.Desmet	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2099	Corporate Social Responsibility (in English)	Ina.Aust	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LESPO2212	Social responsibility in Economic life	Axel.Gosseries	15h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2397	Corporate social responsibility	Sabine.Denis	30h+15h	5 Credits	1q	x	

o CEMS/SG Focus (30 credits)

o CEMS/INGE - Management Field (20 credits)

The management field worth 20 credits is based on advanced study of the various disciplines in management : Strategy, Finance, Management controls, Marketing and Human Resources. Student will take 15 credits at 1st Term and 5 credits at 2nd Term.

o CEMS/SG 1st term (15 credits)

o Management Controls (5 credits)

<input type="radio"/> LLSMF2001	Management Control (in French)	Yves.Deronge	30h	5 Credits	1q	x	
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o Human Resources (5 credits)

<input type="radio"/> LLSMS2104	Advanced Human Resource Management	Ina.Aust	30h	5 Credits	1q	x	
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o Finance (5 credits)

						Year	
						1	2
○ LLSMS2100	Advanced finance (in English)	Sophie.Bereau Leonardo.Iania Leonardo.Iania (compensates Sophie Béreau)	30h	5 Credits	1q	x	

○ CEMS/SG 2nd term (5 credits)

⊗ Strategy (5 credits)

1 course among :

⊗ LLSMF2003	Advanced Strategic Management	Regis.Coeurderoy	30h	5 Credits	2q	x	
⊗ LLSMS2103	Advanced Strategic Management	Guilhem.Bascle	30h	5 Credits	2q	x	

⊗ Marketing (5 credits)

1 course among :

⊗ LLSMF2002	Advanced Marketing (in French)	Isabelle.Schuiling (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	2q	x	
⊗ LLSMS2102	Advanced Marketing (in English)	Isabelle.Schuiling (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	2q	x	

○ CEMS/SG - Internship (10 credits)

This course (LCEMS2915) minimum 10 consecutive weeks is made in a business (abroad or not, see rules www.uclouvain.be/276950 CEMS). Students who do not have the opportunity to realize this course at this time, follow 2 courses. To get the CEMS degree, then they will realize this course after the second quad of the second annual block master LSM.

⊗ CEMS Internship (10 credits)

⊗ LCEMS2915	CEMS Internship			10 Credits	2q	x	
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⊗ Mandatory Courses if not CEMS Internship

Students who replace the internship by 2 courses, choose a compulsory course (5 credits) in the List 1 below and 1 course (5 credits) in List 2.

⊗ CEMS/SG - List 1 (5 credits)

1 mandatory course among :

⊗ LLSMF2003	Advanced Strategic Management	Regis.Coeurderoy	30h	5 Credits	2q	x	
⊗ LLSMS2103	Advanced Strategic Management	Guilhem.Bascle	30h	5 Credits	2q	x	
⊗ LLSMS2101	Advanced Cost Management	Gerrit.Sarens	30h	5 Credits	2q	x	

⊗ CEMS - List 2

⊗ LLSMS2003	Brand Management (in English)	Isabelle.Schuiling Valerie.Swaen (compensates Isabelle Schuiling)	30h	5 Credits	2q	x	x
⊗ LLSMS2006	Strategic Communication(in English)	Jacques.Francois	30h	5 Credits	2q	x	x
⊗ LLSMS2007	E-Marketing	Anne-Cecile.Jeandrain	30h	5 Credits	2q	x	
⊗ LLSMS2014	Entrepreneurial finance (in English)	Axel.Funhoff (compensates Philippe Grégoire) Philippe.Gregoire	30h	5 Credits	2q	x	
⊗ LLSMS2071	Organizational Behaviour (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	
⊗ LLSMS2073	Human Resources Strategic Management (in French)	Nathalie.Delobbe	30h	5 Credits	2q	x	
⊗ LLSMS2096	Supply Chain Management (in English)	Pierre.Semal	30h	5 Credits	2q	x	x
⊗ LLSMF2007	Change Management (in French)	Nathalie.Guilmot (compensates Alain Vas) Alain.Vas	30h	5 Credits	2q	x	x
⊗ LLSMF2008	Business Law (in French)	Vincent.Cassiers (compensates Henri Culot) Henri.Culot	30h	5 Credits	2q	x	
⊗ LLSMF2011	Knowledge Management (in English)	Bernard.Paque	30h	5 Credits	2q	x	

						Year	
						1	2
⊗ LLSMS2374	Economics of the Internet (in English)	Paul.Belleflamme Wing.Lam (compensates Paul Belleflamme)	30h	5 Credits	2q	x	

o CEMS/SG - Options (30 credits)

First annual block, students choose an option 1st semester (15 credits) and an option to 2nd term (15 credits) from the list below.

o CEMS/SG - Options 1st Term (15 credits)

1 option among :

⊗ LLN - Human Resources and organisations I (15 credits)

o LLSMS2070	Organizational Diagnostic (in French)	Evelyne.Leonard Anne.Rousseau (compensates Evelyne Léonard)	30h	5 Credits	1q	x	x
o LLSMS2072	Clinical Sociology of work (in French)	Thomas.Perilleux	30h	5 Credits	1q	x	x
o LLSMS2074	Contemporary Issues in Human Resources (in French)	Farid.Benhassel Philippe.Depaepe	15h+15h	5 Credits	1q	x	x

⊗ LLN - European Business I (15 credits)

o LLSMS2060	European Economic Policy (in English)	Eric.Cornuel Didier.Reynders	30h	5 Credits	1q	x	
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o 2 courses among :

⊗ LLSMS2017	International financial reporting standards	Bruno.Colmant	30h	5 Credits	1q	x	x
⊗ LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q	x	x
⊗ LECON2864	Regulation: Theory and Practice		30h	5 Credits	1q	x	x
⊗ LLSMS2061	Corporate Strategy in Europe <i>Prerequisite: Have taken a course strategy.</i>	Benoit.Gailly Bernard.Paque (compensates Benoît Gailly)	30h	5 Credits	1q	x	x

⊗ LLN - Economics of Strategy and Innovation (15 credits)

3 courses among :

⊗ LECON2372	Economics of Competition Policy	Elisabeth.Deghellinck	30h	5 Credits	1q	x	x
⊗ LLSMS2041	Economics of Innovation (in English)	Paul.Belleflamme	30h	5 Credits	1q	x	x
⊗ LECON2864	Regulation: Theory and Practice		30h	5 Credits	1q	x	x
⊗ LECON2370	Industrial Organization and Competition Policy <i>Prerequisite : LECGE1330 - Industrial Organization or equivalent course.</i>	Johannes.Johnen	30h	5 Credits	1q	x	x

⊗ LLN - Finance 2 : Corporate Finance I (15 credits)

o LLSMS2010	Corporate Finance	Bruno.Colmant (compensates Ilham Riachi) Ilham.Riachi	30h	5 Credits	1q	x	x
o LLSMS2009	Management of financial institutions	Luc.Henrard	30h	5 Credits	1q	x	x
o LLSMS2108	International Financial Management (in English)	Denis.Knaepen	30h	5 Credits	1q	x	x

⊗ LLN - Strategic marketing (15 credits)

o LLSMS2000	Studies and markets models (in French)	Marie-Paule.Kestemont Gordon.Pleyers (compensates Marie- Paule Kestemont) Gordon.Pleyers (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	1q	x	x
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o 2 courses among :

						Year	
						1	2
⌘ LLSMS2001	Consumer's behaviour (in French)	Nicolas.O.kervyn (compensates Valérie Swaen) Nicolas.O.kervyn Valerie.Swaen	30h	5 Credits	1q	x	x
⌘ LLSMS2002	International Marketing (in French)	Isabelle.Schuilung	30h	5 Credits	1q	x	x
⌘ LLSMS2004	Business to Business marketing (in English)	Baudouin.Meunier	30h	5 Credits	1q	x	x

o CEMS/SG - Options 2nd Term (15 credits)

Students will take the three mandatory courses here below.

o LLSMS2109	International Marketing Management (in English)	Gordon.Pleyers (compensates Isabelle Schuilung) Isabelle.Schuilung	30h	5 Credits	2q	x	x
o LLSMS2111	International Business (in English)	Christophe.Brognaux Sunita.Malhotra Frederic.Pouchain	30h	5 Credits	2q	x	x
o LLSMS2115	E-Management (in English)	Olivier.Debroqueville	30h	5 Credits	2q	x	x

o CEMS/SG - Seminars (4 credits)

o LCEMS2341	Block Seminar			3 Credits	1q		x
o LCEMS2343	Responsible global Leadership Seminar	Carlos.Desmet SOMEBODY	30h	1 Credits	2q		x

o CEMS/INGE - Cems Courses (55 credits)

Students follow these 3 core courses (25 credits) and choose 6 courses (25 credits at First Term an 5 credits at 2nd Term) among the "CEMS-Courses to choose".

o LLSMS2116	Innovation and Corporate Strategy (in English)	Benoit.Gailly	30h	5 Credits	1q		x
o LLSMS2117	Business Project	Christophe.Lejeune	30h	15 Credits	2q		x
o LLSMS2065A	Cross Cultural Competences and Management		30h	5 Credits	2q		x

o CEMS - Elective Courses

⌘ LLSMS2060	European Economic Policy (in English)	Eric.Cornuel Didier.Reynders	30h	5 Credits	1q		x
⌘ LLSMS2061	Corporate Strategy in Europe	Benoit.Gailly Bernard.Paque (compensates Benoit Gailly)	30h	5 Credits	1q		x
⌘ LLSMS2030	Introduction to Supply Chain Management (in English)	Pierre.Semal	30h	5 Credits	1q		x
⌘ LLSMS2035	Supply Chain Coordination and Sourcing (in English)	Per.Agrell	30h	5 Credits	1q		x
⌘ LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q		x
⌘ LLSMS2000	Studies and markets models (in French)	Marie-Paule.Kestemont Gordon.Pleyers (compensates Marie- Paule Kestemont) Gordon.Pleyers (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	1q		x
⌘ LLSMS2001	Consumer's behaviour (in French)	Nicolas.O.kervyn (compensates Valérie Swaen) Nicolas.O.kervyn Valerie.Swaen	30h	5 Credits	1q		x
⌘ LLSMS2002	International Marketing (in French)	Isabelle.Schuilung	30h	5 Credits	1q		x
⌘ LLSMF2021	Project management (in English)	Jean.Raucent Pierre.Semal (coord.)	30h	5 Credits	1q		x

							Year	
							1	2
⊗ LLSMS2050	Environmental Management (in French)	Daniel.Tyteca	30h	5 Credits	1q		x	
⊗ LLSMS2041	Economics of Innovation (in English)	Paul.Belleflamme	30h	5 Credits	1q		x	
⊗ LLSMS2100B	Advanced Finance		30h	5 Credits	1q		x	
⊗ LLSMS2013	Empirical Corporate Finance (in English)	Sophie.Bereau Yue.Zhang (compensates Sophie Béreau)	30h	5 Credits	2q		x	
⊗ LLSMS2107	International Management of Human Resources	Ina.Aust	30h	5 Credits	1q		x	
⊗ LLSMS2112	Supply Chain Modelling and Management		30h	5 Credits	1q		x	
⊗ LLSMS2113	Legal Aspects of International Business Management	Philippe.Malherbe	30h	5 Credits	1q		x	
⊗ LLSMS2114	Entrepreneurship	Frank.Janssen	30h	5 Credits	1q		x	
⊗ LLSMS2108	International Financial Management (in English)	Denis.Knaepen	30h	5 Credits	1q	x	x	
⊗ LLSMS2109	International Marketing Management (in English)	Gordon.Pleyers (compensates Isabelle Schuiling) Isabelle.Schuiling	30h	5 Credits	2q	x	x	
⊗ LLSMS2111	International Business (in English)	Christophe.Brognaux Sunita.Malhotra Frederic.Pouchain	30h	5 Credits	2q	x	x	
⊗ LLSMS2115	E-Management (in English)	Olivier.Debroqueville	30h	5 Credits	2q	x	x	
⊗ LLSMS2003	Brand Management (in English)	Isabelle.Schuiling Valerie.Swaen (compensates Isabelle Schuiling)	30h	5 Credits	2q	x	x	
⊗ LLSMS2080	International Entrepreneurship (in English)	Frank.Janssen	30h+30h	5 Credits	2q		x	
⊗ LLSMF2004	Advanced Human Resources Management (in French)	Michael.Dubois Evelyne.Leonard	30h	5 Credits	2q		x	
⊗ LLSMS2005	Advanced research methods in Marketing (in French)	Marie-Paule.Kestemont Valerie.Swaen (compensates Marie- Paule Kestemont)	30h	5 Credits	2q		x	
⊗ LLSMS2034	Supply Chain Planning (in English)	Marc.Foret Mathieu.Vanvyve	30h	5 Credits	2q		x	
⊗ LCPME2005	Social Entrepreneurship	Frederic.Dufays	30h	5 Credits	2q		x	
⊗ LLSMF2007	Change Management (in French)	Nathalie.Guilmot (compensates Alain Vas) Alain.Vas	30h	5 Credits	2q	x	x	
⊗ LLSMS2006	Strategic Communication(in English)	Jacques.Francois	30h	5 Credits	2q	x	x	
⊗ LLSMS2096	Supply Chain Management (in English)	Pierre.Semal	30h	5 Credits	2q	x	x	
⊗ LLSMS2101	Advanced Cost Management	Gerrit.Sarens	30h	5 Credits	2q		x	
⊗ LLSMS2103	Advanced Strategic Management	Guilhem.Bascle	30h	5 Credits	2q		x	
⊗ LLSMS2063	Industrial Relations in Europe (in English)	Maria.Jepsen (compensates Evelyne Léonard) Evelyne.Leonard Philippe.Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q		x	
⊗ LLSMS2051	Quantitative Methods in Environmental Management (in French)	Thierry.Brechet	30h	5 Credits	2q		x	
⊗ LLSMS2097	Corporate Social Responsibility	Valerie.Swaen	30h	5 Credits	2q		x	
⊗ LLSMF2014	IT management (in French)	Manuel.Kolp	30h	5 Credits	2q		x	
⊗ LLSMF2013	Quantitative data analysis(in English)	Marco.Saerens	30h	5 Credits	2q		x	
⊗ LLSMS2374	Economics of the Internet (in English)	Paul.Belleflamme Wing.Lam (compensates Paul Belleflamme)	30h	5 Credits	2q		x	
⊗ LLSMS2090	Auditing (in English)	Gerrit.Sarens	30h	5 Credits	2q		x	
⊗ LLSMS2099	Corporate Social Responsibility (in English)	Ina.Aust	30h	5 Credits	1q	x	x	

⌘ CEMS/SG - Language Course

Cems Students are encouraged to take one or more UCL language courses only if they do not overlap with other courses. Some of these courses can also be validated for her 2nd or 3rd CEMS language requested in the programme. Please check the list on www.uclouvain.be/276950.

LLN - TRACK CFA : FINANCIAL MANAGEMENT [120.0]

- Mandatory
- △ Courses not taught during 2016-2017
- ⊕ Periodic courses taught during 2016-2017
- ⌘ Optional
- ⊖ Periodic courses not taught during 2016-2017
- Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

This programme in "Financial Management" is offered to students in Master 120 in Management. Track CFA is a specific track in Advanced Finance. For access conditions, please check on www.uclouvain.be/421878.

○ CFA - Core Course (60 credits)

A core Courses of 6 mandatory courses (6x5 credits), an internship (8+2 credits) and a master's thesis (18+2 credits).

○ CFA : Core Courses (30 credits)

○ LLSMS2099	Corporate Social Responsibility (in English)	Ina.Aust	30h	5 Credits	1q	x	
○ LLSMS2100	Advanced finance (in English)	Sophie.Bereau Leonardo.Iania Leonardo.Iania (compensates Sophie Béreau)	30h	5 Credits	1q	x	
○ LLSMS2101	Advanced Cost Management	Gerrit.Sarens	30h	5 Credits	2q	x	
○ LLSMS2102	Advanced Marketing (in English)	Isabelle.Schuilng (compensates Valérie Swaen) Valerie.Swaen	30h	5 Credits	2q	x	
○ LLSMS2103	Advanced Strategic Management	Guilhem.Bascle	30h	5 Credits	2q	x	
○ LLSMS2298	Philosophical Foundations of Strategy and Innovation (in French)	Luc.Debrabandere	30h	5 Credits	2q	x	

○ CFA - Internship (10 credits)

The internship must be realised in term 2 of annual block 2.

○ LLSMD2915	Stage avec accompagnement			8 Credits	2q	x	
○ LLSMD2095	Séminaire d'accompagnement du stage	John.Cultiaux Nathalie.Delobbe Harmony.Glinne Thomas.Perilleux (coord.) Mathieu.Vanvyve	15h	2 Credits	2q	x	

○ CFA - Master Thesis (20 credits)

The meetings of the accompanying seminar (LLSMD2094) spread over two blocks of the annual master. However, the seminar is credited at the end of the annual block 2. Registration required on iCampus from the first annual block.

○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	
○ LLSMD2094	Master's Thesis Seminar	Chantal.Demoerlose Nathalie.Guilmot Emilie.Malcourant Nicolas.Neysen Robert.Peirce	30h	2 Credits	1 + 2q	x	

o CFA - Options (60 credits)

o Mons - CFA : Asset Management (15 credits)

o MGEST2168	Equity Valuation	Mikael.Petitjean Xavier.Suin	30h+0h	5 Credits	1q	X	
o MGEST2170	Fixed Income Analysis	Christophe.Dispas (compensates Frédéric Vrins) Isabelle.Platten Frederic.Vrins	30h+0h	5 Credits	1q	X	
o MGEST2164	Derivative Securities	Isabelle.Platten	30h+0h	5 Credits	1q	X	

o Mons - CFA : Risk Management (15 credits)

Attention, cette option se donne sur les 2 quadrimestres

o MGEST2160	Risk Management and Financial Institutions	Isabelle.Platten Pascal.Vanwynendaele (compensates Isabelle Platten)	30h+0h	5 Credits	2q	X	
o MGEST2161	Portfolio Management	Catherine.Dhondt	30h+0h	5 Credits	2q	X	

o One course :

o MGEST2141A	IAS & IFRS - Partie I <i>Pour les étudiants inscrits à Mons</i>		30h	5 Credits	2q	X	
o LLSMS2017	International financial reporting standards <i>Pour les étudiants inscrits à Louvain-la-Neuve</i>	Bruno.Colmant	30h	5 Credits	1q	X	

o ICHEC - CFA : Advanced Financial Analysis (15 credits)

This option (co-organised LSM-ICHEC) must be followed at ICHEC at Brussels.

o LICHE2210	Econometrics and forecasting	Leonardo.Iania	30h	5 Credits	1q	X	
o LICHE2230	Advanced Financial Analysis and Reporting	Bruno.Colmant Arnaud.Goossens	30h	5 Credits	1q	X	
o LICHE2240	Ethics in Finance	Yves.Francis	30h	5 Credits	1q	X	

o LLN - CFA : Elective Courses (15 credits)

3 courses among :

o LLSMS2018	European Corporate Governance (in English)	Karine.Cerrada Philippe.Lambrecht	30h	5 Credits	1q	X	
o LLSMS2224	Computational finance	Sophie.Bereau	30h	5 Credits	1q	X	
o LLSMS2225	Elements of stochastic calculus	Frederic.Vrins	30h	5 Credits	1q	X	
o LLSMS2010	Corporate Finance	Bruno.Colmant (compensates Ilham Riachi) Ilham.Riachi	30h	5 Credits	1q	X	
o LLSMS2108	International Financial Management (in English)	Denis.Knaepen	30h	5 Credits	1q	X	
o LLSMF2009	Taxation (in French)	Marcel.Gerard Alice.Pirlot	30h	5 Credits	1q	X	

Course prerequisites

A document entitled [en-prerequis-2016-gest2m.pdf](#) specifies the activities (course units - CU) with one or more pre-requisite(s) within the study programme, that is the CU whose learning outcomes must have been certified and for which the credits must have been granted by the jury before the student is authorised to sign up for that activity.

These activities are identified in the study programme: their title is followed by a yellow square.

As the prerequisites are a requirement of enrolment, there are none within a year of a course.

The prerequisites are defined for the CUs for different years and therefore influence the order in which the student can enrol in the programme's CUs.

In addition, when the panel validates a student's individual programme at the beginning of the year, it ensures the consistency of the individual programme:

- It can change a prerequisite into a corequisite within a single year (to allow studies to be continued with an adequate annual load);
- It can require the student to combine enrolment in two separate CUs it considers necessary for educational purposes.

For more information, please consult [regulation of studies and exams](#).

The programme's courses and learning outcomes

For each UCL training programme, a [reference framework of learning outcomes](#) specifies the competences expected of every graduate on completion of the programme. You can see the contribution of each teaching unit to the programme's reference framework of learning outcomes in the document "In which teaching units are the competences and learning outcomes in the programme's reference framework developed and mastered by the student?"

The document is available by clicking [this link](#) after being authenticated with UCL account.

GEST2M - Information

Admission

General and specific admission requirements for this program must be satisfied at the time of enrolling at the university..

LSM ADMISSION REQUIREMENTS

Holders of a Belgian degree

Please check your access in the table below

Direct access >> Registration: Click on "Register" in the right Menu > [Admission Requirements](#)
 Access on file >> Admission Request : [Requirements and Procedure](#)

Holders of a non-Belgian degree

Access on file only >> Admission Request:

> [Admission Procedure](#)

— Deadlines to fill in online an admission request:

April 30th if non-EU national

August 31st if EU national

Depending on the student's previous study programme, the jury could allow a direct access to the Master by adding additional mandatory courses (maximum 60 credits) to the program.

For students holding a Belgian Degree, please check here below if you have a direct access or an access on file.

You are:

- [University Bachelors](#)
- [Non university Bachelors](#)
- [Holders of a 2nd cycle University degree](#)
- [Holders of a non-University 2nd cycle degree](#)
- [Adults taking up their university training](#)
- [Personalized access](#)

University Bachelors

Diploma	Special Requirements	Access	Remarks
UCL Bachelors			
Bachelors in economics and management sciences Bachelors in management engineering		Direct access	
Other bachelors	With the minor in management and programme to meet the general access conditions	Access with additional training	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.
Others Bachelors of the French speaking Community of Belgium			
Bachelor in Management Science Bachelor in Economics and Management Bachelor in Business Engineering		Direct access	
Other Bachelors	Program to meet the general access conditions	On the file: direct access or access with additional training	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.
Bachelors of the Dutch speaking Community of Belgium			
Bachelor in de toegepaste economische wetenschappen Bachelor in handelsingenieur		Direct access	

Foreign Bachelors			
All Bachelors in Economics and Management or equivalent		On the file: direct access or access with additional training	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.

Non university Bachelors

Diploma	Access	Remarks
<p>> Find out more about links to the university</p> <p>Bachelors in Business Management, Commercial Engineering, Public Sector Management and Translation and Interpretation (long courses) can gain entry via a personal application file. Students' existing knowledge is tested by a written entrance examination and an interview.</p>		
<ul style="list-style-type: none"> > BA en assurances > BA en commerce extérieur > BA en comptabilité > BA en e-business > BA en gestion des transports et logistique d'entreprise > BA en informatique de gestion > BA en marketing > BA-AESI en sciences économiques et sciences économiques appliquées 	Accès au master moyennant ajout de maximum 60 crédits d'enseignements supplémentaires obligatoires au programme. Voir 'Module complémentaire'	Type court
<ul style="list-style-type: none"> > BA - ingénieur commercial - type long > BA en gestion de l'entreprise - type long > BA en gestion publique - type long > BA en traduction et interprétation - type long 	Accès au master moyennant ajout de maximum 60 crédits d'enseignements supplémentaires obligatoires au programme. Voir 'Module complémentaire'	Type long

Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
"Licenciés"			
Economics Management Applied Economics Business Engineering		On the file: direct access or access with additional training	Content of the programme dependent on students' prior studies and their specialisation needs

Masters			
Master in Economics (60) Master in Management (60)		On the file: direct access or access with additional training	Content of the programme dependent on students' prior studies and their specialisation needs
All Masters	With the minor in management and programme in line with general entry requirements	On the file: direct access or access with additional training	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.

Holders of a non-University 2nd cycle degree

Diploma	Access	Remarks
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> Find out more about [links](#) to the university

<ul style="list-style-type: none"> > MA - ingénieur commercial > MA en gestion de l'entreprise > MA en gestion publique > MA en interprétation > MA en sciences administratives > MA en sciences agronomiques > MA en sciences commerciales > MA en sciences de l'ingénieur industriel (toutes finalités) > MA en sciences de l'ingénieur industriel en agronomie > MA en sciences industrielles (toutes finalités) > MA en traduction 	<p>Accès direct au master moyennant ajout éventuel de 15 crédits max</p>	<p>Type long</p>
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Adults taking up their university training

> See the website [Valorisation des acquis de l'expérience](#)

It is possible to gain admission to all masters courses via the validation of professional experience procedure.

Professionals who wish to have basic training in management science should consult : [Master in Management \[60\]](#)

To see what management courses are available in the continuing education programme, please refer to : <https://uclouvain.be/lsm-formation-continue>

Personalized access

Reminder : all Masters (apart from Advanced Masters) are also accessible on file.

Admission and Enrolment Procedures for general registration

Specific procedures :

Please consult the [University's Enrolment Office at Louvain-la-Neuve](#).

-> [Admission procedures](#)

Supplementary classes

To enrol for this Masters, the student must have a good command of certain subjects. If this is not the case, they must add preparatory modules to their Master's programme.

○ Mandatory

△ Courses not taught during 2016-2017

⊕ Periodic courses taught during 2016-2017

⊗ Optional

⊖ Periodic courses not taught during 2016-2017

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

○ Basic courses (40 credits)

Students with a BA in accounting generally get an exemption for LECGE1219 course and those with a BA in Marketing or external trade waiver for LECGE1213 course (after approval of the jury). Since the student's annual program must include 60 credits, which have been granted an exemption are required to add courses to 5 credits from the common annual block 1 (for more info: www.uclouvain.be/prog-2015-gest2m-liag220t).

○ LECGE1222	Microeconomics	Francois.Maniquet Eve.Ramaekers	45h+15h	5 Credits	2q
○ LECGE1219	Accounting II and analysis of financial statements	Yves.Deronge (coord.) Michel.Dewolf	45h+15h	5 Credits	2q
○ LECGE1213	Marketing	Nicolas.O.kervyn	30h+15h	5 Credits	1q
○ LECGE1315	Business Strategy	Alain.Vas	20h+10h	5 Credits	1 ou 2q
○ LECGE1223	Production and Operations Management	Pierre.Semal	30h	5 Credits	1q
○ LECGE1321	Human Management	Nathalie.Delobbe Patrice.Gobert (compensates Nathalie Delobbe)	30h+15h	5 Credits	2q
○ LECGE1332	Finance	Sophie.Bereau Philippe.Gregoire (compensates Sophie Béreau)	30h+15h	5 Credits	1q
○ LECGE1317	Critical Analysis of organizations and markets	Thierry.Amougou (compensates Matthieu de Nanteuil) Matthieu.Denanteuil	30h	5 Credits	1q

○ Courses in quantitative methods (15 credits)

○ LECGE1224	Economics and Management Statistics	Cedric.Heuchenne	30h+15h	5 Credits	2q
○ LECGE1112	Mathematics in economy and management	Pascal.Lambrechts Mathieu.Vanvyve	45h+30h	5 Credits	1q
○ LECGE1337	Advanced mathematics and foundations of econometrics	Francoise.Lefevre	30h+15h	5 Credits	2q

○ Language course (5 credits)

⊗ LANGL1532	English for Business Students (Upper-Intermediate level)	Catherine.Avery Nicholas.Gibbs Marielle.Henriet (coord.) Sandrine.Meirlaen Philippe.Neyt Katherine.Opello Francoise.Stas Marie.Vanreet	60h	5 Credits	1 + 2q
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⊗ Cours de remplacement pour ANGL 1532 (5 credits)

(Moyennant l'autorisation du jury)

⌘ LANGL1332	Business English	Ahmed.Adriouche Aurelie.Deneumoustier Fanny.Desterbecq Michaël.Grare Veronique.Henin Sabrina.Knorr Sandrine.Mulkers (coord.) Adrien.Pham Marc.Piwnik (coord.)	60h	5 Credits	1 + 2q
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Teaching method

This programme, the quality of which has been recognized by external auditors in the EQUIS international accreditation procedure, has four main strengths:

- **Extremely wide range of specialization options**

With access to over 30 functional option courses (e.g. marketing or finance) or multidisciplinary option courses (e.g. European Business, Entrepreneurship or Service Management), students can specialize in the most advanced areas of management science. They tend to strengthen this specialization by completing their dissertation and internship in the same area. These option courses are available at both LSM campuses: Louvain-la-Neuve and Mons. For the majority of the option courses, classes are held on a single day in the week to aid mobility from one campus to another.

- **Training which links academic knowledge and professional practice**

Balanced training is provided by lecturers who are also active researchers in their fields and professionals specially selected for their experience and widely renowned expertise. All students have the opportunity to complete a 60-day internship in a company and to write their dissertation on an issue or task identified during this internship, in the form of a project dissertation. Links with business are very much a part of the course, both in formal lectures as well as the extra-curricular activities organised by the School's Corporate Unit.

- **Teaching methods based on active learning and development of multidisciplinary skills**

Teaching methods are almost always geared towards problem solving, collaborative learning (case studies, projects, problems, simulations) and independence. This is also reflected in the compulsory reading lists, theoretical work and lectures where there is a balance between continuous assessment and final assessment of a course and between individual and group assessments.

- **Strong international outlook**

The international outlook is mainly due to a particularly wide network of over 130 exchange partners, exclusive access in Belgium to the Master's degree in International Management organised by [CEMS](#) and the possibility of gaining a [double degree](#).

Evaluation

The evaluation methods comply with the [regulations concerning studies and exams](#). More detailed explanation of the modalities specific to each learning unit are available on their description sheets under the heading "Learning outcomes evaluation method".

Various assessment methods are used on this programme:

- **Continuous assessment** of work/learning of each group of students: public presentations, debates, written reports;
- **The Individual assessment** : exams, mission or internship report,... in which critical review and integration in a work group are assessed.

For additional information on assessment methods, see the course description by clicking on the title.

Mobility and/or Internationalisation outlook

This Master contains some strong international links:

1. The programme offers many courses in English and there is the possibility for a non-French speaker, to follow the entire course in English.
2. It is possible to spend a semester abroad (30 credits) ([exchange programs](#)) at a location from a list of more than 145 universities renowned [throughout the world](#) for their management programmes.
3. Exclusive access in Belgium to the CEMS Master's in International Management organized by the [CEMS](#) Global Alliance in Management Education, as well as exclusive access to the [PIM](#) network (Partnership in International Management - an international business school network).
4. The opportunity to spend the **Annual Block 2** abroad with the [IB](#) (International Business) programme, an exchange programme in one of the LSM partner universities and a 6-month internship in a company in a non European Country.
5. The possibility for selected students to gain a [double degree](#) by spending the first year of Master Studies at the LSM and another year at one of the LSM's partner Universities.

CONTACT:

International Affairs Office
Building "Collège des Doyens", Office A009
Place des Doyens, 1

B-1348 Louvain-la-Neuve
 Phone: +32 (0) 10 47 83 22
[Website](#)
[Mrs Catherine Maréchal](#)
 Head of International Affairs
[Mrs Ambra Cardinali](#)
 CEMS Programme Manager

Possible trainings at the end of the programme

Accessible Programs

Access Conditions

UCL LLN - Doctoral School	Access Conditions
UCL Mons - Advanced Master in Transportation Management	Access Conditions
UCL LLN - Master [120] in Environmental Science and Management	Access Conditions
UCL LLN - Master [60] en information et communication	Access Conditions
St. Louis - Advanced Master in Financial Risk Management	Access Conditions

Contacts

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Curriculum Management

Entite de la structure LSM

Acronyme	LSM	
Dénomination	Louvain School of Management	
Adresse	Place des Doyens, 1 bte L2.01.01 1348 Louvain-la-Neuve	
Site web	http://www.uclouvain.be/lsm	
Secteur	Secteur des sciences humaines (SSH)	
Faculté	Louvain School of Management (LSM)	
Mandats	Michel De Wolf	Doyen
	Isabelle De Keyzer	Directeur administratif de faculté
Commissions de programme	Commission des bacheliers en sciences de gestion et en ingéniorat de gestion (UCL-Mons) (BLSM) Commission d'enseignement de la Louvain School of management (CLSM)	

Academic Supervisor : Gerrit Sarens

Jury

President of the Jury : **Nathalie Delobbe**
 Academic Responsible : **Gerrit Sarens**

Usefull Contacts

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