

**At Louvain-la-Neuve - 120 credits - 2 years - Day schedule - In english**Dissertation/Graduation Project : **YES** - Internship : **YES**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 acronym: **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 management theories and concepts for efficient and controlled use in a professional world;
2. place organisations in their socio-economic and institutional context, to understand the interdependencies between organisation and environment and translate them into management decisions;
3. integrate the challenges of international competition into "socially responsible" management practices.

This Master also offers different unique opportunities that will add value to your curriculum:

- by taking a quadrimester course at one of the 145 partner universities;
- by participating in the "CEMS" selection programme with a view to obtaining, in addition, the Master in International Management (CEMS) diploma, exclusive in Belgium;
- by participating in the "IB" selection programme (exchange stay in a partner university and a 6-month internship in a company outside the European Union);
- by doing a double degree organized with one of the 7 prestigious partner universities;
- by integrating specialization in "entrepreneurship" (CPME training);
- by specializing in finance thanks to [Track Financial Management giving the final double-diploma LSM and ICHEC](#);
- by becoming an expert in digital marketing;
- by completing a double master's degree in management and law (specific conditions);
- by following a major and an option in your chosen field in order to become an expert in the field.

#### Your Profile

You:

- have a bachelor's degree in economics and/or management and you wish to strengthen your managerial skills;
- are a bachelor and master of law, have completed the minor and additional courses in management (for the double master of management and law);
- wish to undertake and transform initiatives into economic or social realities;
- move towards decision-making and management functions;
- strive for excellence in national and international management.

#### Your Future Job

Position of responsibility in the management and management of companies in which you will be able to put into practice your capacity to undertake, to transform initiatives into economic realities, to organize these activities and ensure their continuity, to find the necessary resources and to combine them in an adequate way.

Our graduates are present in the highest management positions of companies as well as in consultancy, audit, banking, industry (production and operations management) or environmental management.

#### Your Programme

During this Master, you will develop the skills necessary to master the complex and varied challenges companies face in the knowledge economy. You:

- learn how to model and formalize management problems and situations;
- integrate technological processes and master their application in the industrial world;
- strengthen your language skills by taking part of the English courses.

The Master 120 will be composed of:

- professional focus courses (or research focus courses for those wishing to prepare for a doctorate) in the management disciplines (finance, marketing, strategy,...) as well as seminars;
- a **major**, composed of 6 courses, to be chosen among the major fields of management;
- an exchange quadrimester (highly recommended but not compulsory) or a quadrimester of 6 courses including a language course, an option of 3 courses,...;
- an internship;
- a master's thesis.

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master program.

## GEST2M - Teaching profile

### Learning outcomes

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#### 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](http://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

### Programme structure

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

#### 1. Core subjects worth 30 credits

This core curriculum includes the master's thesis (20 credits) as well as an internship (10 credits) which may be linked to an issue dealt with in the master's thesis.

**2. A professional focus worth 30 credits**

In-depth study of the distinctive disciplines of the management: strategy, finance, management accounting, marketing, human resources.

OR

**A research focus worth 30 credits**

including a basic epistemological training and a choice of courses in research methodologies in Management.

**3. A major worth 30 credits**

Spread in two parts, it enables the student to specialise in one of the management field (Marketing, Strategy and Organisation, Finance, Audit,...). The student has access to majors offered on the two sites of the Louvain School of Management : Louvain-la-Neuve and Mons.

> [Detailed description \(target, career opportunities,...\) of the majors offered in the master in management.](#)

**4. An exchange of 30 credits or an option and LSM courses worth 30 credits**

For the Annual Block 2, the student has the opportunity to either follow courses in one of the 145 partners universities of the Louvain School of Management or to pursue Students who do not wish to go abroad may instead take an option course worth 15 credits and 3 courses worth 5 credits each.

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master programme.

The Louvain School of Management also provides students in the **120 Master's degree in Management** five different areas of training which can be accessed after they have been selected:

**The 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.

**Interdisciplinary programme in Entrepreneurship - [CPME](#)**

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. By combining a preparatory major dedicated to this programme, courses taken on exchange 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 & DDD](#)**

By accumulating 60 course credits at the Louvain School of Management, around 40 course credits at the partner university DD and a joint master's thesis to both universities for 20 credits, the students acquire two master degrees, one delivered by the LSM and the other by the partner university :

- Universität zu Köln (Cologne, Germany)
- Norwegian School of Economics and Business Administration (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- University of Economics Prague (Czech Republic)
- Vytautas Magnus University (Kaunas, Lithuania)
- Aix-Marseille Université (Aix-Marseille, France)
- 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:**

- Holders of a second cycle university degree comprising at least 45 credits of Master level courses equivalent to the Master in Management can obtain, in 1 year, the Master 120 credits in Management. Depending on the value of the credits granted, this program will include [a minimum of 60 credits and a maximum of 75 credits.](#)
- Holders of a LSM 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 programme.

*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-2019-gest2m-lgest201t.html](#) ]

Focuses

> [Professional Focus](#) [ [en-prog-2019-gest2m-lgest321s](#) ]

> [Research Focus](#) [ [en-prog-2019-gest2m-lgest202a](#) ]

Options courses

- > **MAJORS** [[en-prog-2019-gest2m-lgest104g.html](#)]
  - > Managing Humanely and Intervening in Organisations [[en-prog-2019-gest2m-lgest430o.html](#)]
  - > Major European Business (LLN) [[en-prog-2019-gest2m-lgest421o.html](#)]
  - > Majeure Corporate Finance (LLN) [[en-prog-2019-gest2m-lgest442o.html](#)]
  - > Major International Finance (LLN) [[en-prog-2019-gest2m-lgest432o.html](#)]
  - > Major Marketing Strategy for Connected Brands (LLN) [[en-prog-2019-gest2m-lgest451o.html](#)]
  - > Major Consumer Insights (LLN) [[en-prog-2019-gest2m-lgest452o.html](#)]
  - > Philippe de Woot Major in Corporate Sustainable Management (LLN) [[en-prog-2019-gest2m-lgest470o.html](#)]
  - > Formation interdisciplinaire en création d'entreprise CPME (LLN) [[en-prog-2019-gest2m-lgest424o.html](#)]
  - > Major International Business (LLN) [[en-prog-2019-gest2m-lgest425o.html](#)]
  - > Major Financial Management (Mons) [[en-prog-2019-gest2m-mgest441o.html](#)]
  - > Majeure Révisorat et expertise comptable (Mons) [[en-prog-2019-gest2m-mgest443o.html](#)]
  - > Majeure Décisions marketing tactiques et digitales (Mons) [[en-prog-2019-gest2m-mgest453o.html](#)]
- > **LSM COURSES** (if no exchange) [[en-prog-2019-gest2m-lgest105g.html](#)]
  - > International Strategic Management course [[en-prog-2019-gest2m-lgest570o.html](#)]
  - > Elective courses [[en-prog-2019-gest2m-lgest557o.html](#)]
  - > Compulsory language course [[en-prog-2019-gest2m-lgest571o.html](#)]
- > **OPTIONS** (alternative à l'échange) [[en-prog-2019-gest2m-lgest106g.html](#)]
  - > Option Management humain et intervention dans les organisations [[en-prog-2019-gest2m-lgest558o.html](#)]
  - > Option Corporate Finance (LLN) [[en-prog-2019-gest2m-lgest560o.html](#)]
  - > Option Marketing Strategy for Connected Brands (LLN) [[en-prog-2019-gest2m-lgest561o.html](#)]
  - > Option Consumer Insights (LLN) [[en-prog-2019-gest2m-lgest562o.html](#)]
  - > Option Transport et logistique (Mons) [[en-prog-2019-gest2m-lgest563o.html](#)]
  - > Option Entrepreneurship (Mons) [[en-prog-2019-gest2m-lgest564o.html](#)]
  - > Option Immersion professionnelle en digital marketing (Mons) [[en-prog-2019-gest2m-lgest565o.html](#)]
  - > Option Développement et gestion Nord-Sud (ICHEC) [[en-prog-2019-gest2m-lgest566o.html](#)]
  - > Option Fiscalité (ICHEC) [[en-prog-2019-gest2m-lgest567o.html](#)]
  - > Option Marketing Communication (Mons) [[en-prog-2019-gest2m-lgest568o.html](#)]
  - > Option Financial Management (Mons) [[en-prog-2019-gest2m-lgest579o.html](#)]
  - > Option Corporate Sustainable Management (LLN) [[en-prog-2019-gest2m-lgest589o.html](#)]
  - > Option Révisorat et expertise comptable (Mons) [[en-prog-2019-gest2m-lgest590o.html](#)]
  - > Option Decision Marketing (Mons) [[en-prog-2019-gest2m-lgest591o.html](#)]
  - > Option Sourcing and Procurement (LLN) [[en-prog-2019-gest2m-lgest592o.html](#)]
  - > Option International Finance (LLN) [[en-prog-2019-gest2m-lgest594o.html](#)]
  - > ICHEC - CFA : Advanced Financial Analysis [[en-prog-2019-gest2m-liag228o.html](#)]
- > **EXCHANGE** [[en-prog-2019-gest2m-lgest353g.html](#)]

#### Special programs

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- > Track Financial Management [120] - Double degree UCL-ICHEC [[en-prog-2019-gest2m-lgest354r.html](#)]
- > CEMS Programme [[en-prog-2019-gest2m-lgest355r.html](#)]
- > Double parcours Gestion-Droit : pour les Bacheliers en Gestion [[en-prog-2019-gest2m-lgest357r.html](#)]
- > Double parcours Gestion-Droit : pour les Bacheliers en Droit [[en-prog-2019-gest2m-lgest358r.html](#)]

## GEST2M Detailed programme

### Programme by subject

#### CORE COURSES [30.0]

- Mandatory  
△ Courses not taught during 2019-2020  
⊕ Periodic courses taught during 2019-2020  
⊗ Optional  
⊖ Periodic courses not taught during 2019-2020  
■ Activity with requisites

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

						Year	
						1	2
○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q		x
○ LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q		x
<b>○ Internship (10 credits)</b>							
⊗ LLSMD2915	Internship and familiarization seminar to the world of work <i>internship only during the second term</i>	Patrice Gobert Pierre Meurens	30h	10 Credits			x
⊗ LLSMD2916	International Internship with coaching <i>Only for IB students</i>	Christophe Lejeune	30h	10 Credits	2q		x

#### ⊗ Cours au choix (à la place du stage) pour les étudiants CPME (10 credits)

The CPME student who does not wish to do an internship must choose 2 courses from the list below:

⊗ LLSMX2001	Regenerative Economy	Yves De Rongé Emmanuel Mossay	30h	5 Credits	1q		x
⊗ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q		x
⊗ LFS2212	Innovation classes <i>course available only after selection</i>	Benoît Macq Jean-Pierre Raskin Benoît Raucent	30h+15h	5 Credits	1q		x
⊗ LSST1001	IngénieuxSud	Jean-Pierre Raskin	15h+45h	5 Credits	1 + 2q		x
⊗ LLSMS2080	International Entrepreneurship (in English) <i>Course available only after selection</i>	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
⊗ LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q		x

## LIST OF FOCUSES

- > Professional Focus [ en-prog-2019-gest2m-lgest321s ]  
> Research Focus [ en-prog-2019-gest2m-lgest202a ]

## PROFESSIONAL FOCUS [30.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020  
 Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

The professional focus courses are organised during the 6 first weeks of each term.

Year  
1 2

### o Contenu:

<input type="radio"/> LLSMS2220	<a href="#">Seminar on Current Managerial Issues</a>	<a href="#">Olivier de Wasseige</a> <a href="#">Pierre Semal</a> <a href="#">Alain Vas</a>	30h	3 Credits	1 + 2q	x	
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### o Corporate social responsibility (4 credits)

One course among :

<input checked="" type="radio"/> LLSMS2397	<a href="#">Corporate Social Responsibility</a>	<a href="#">Sabine Denis</a>	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2098	<a href="#">Corporate Social Responsibility (Names from A to E )</a>	<a href="#">Carlos Desmet</a> <a href="#">Vincent Truyens</a>	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2099	<a href="#">Corporate Social Responsibility (Names from F to N)</a>	<a href="#">Carlos Desmet</a> <a href="#">Vincent Truyens</a>	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2398	<a href="#">Corporate Social Responsibility (Names from O to Z)</a>	<a href="#">Carlos Desmet</a> <a href="#">Vincent Truyens</a>	30h	4 Credits	1q	x	

### o Advanced Strategic Marketing (5 credits)

One course among :

<input checked="" type="radio"/> LLSMS2102	<a href="#">Advanced Strategic Marketing (Names from A to K)</a>	<a href="#">Isabelle Schuiling</a>	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2122	<a href="#">Advanced Strategic Marketing (Names from L to Z)</a>	<a href="#">Nicolas Lambert</a>	30h	5 Credits	1q	x	

### o Corporate Finance (5 credits)

One course among :

<input checked="" type="radio"/> LLSMS2100	<a href="#">Corporate Finance (Names from A to K)</a>	<a href="#">Bruno Colmant</a> <a href="#">Philippe Grégoire</a> <a href="#">Anh Nguyen</a> (compensates <a href="#">Philippe Grégoire</a> ) <a href="#">James Thewissen</a>	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2120	<a href="#">Corporate Finance (Names from L to Z)</a>	<a href="#">Bruno Colmant</a> <a href="#">Philippe Grégoire</a> <a href="#">Anh Nguyen</a> (compensates <a href="#">Philippe Grégoire</a> ) <a href="#">James Thewissen</a>	30h	5 Credits	1q	x	

### o Seminar (3 credits)

One course among :

<input checked="" type="radio"/> LLSMD2090	<a href="#">Seminar on Relational and Managerial Competences</a> <i>Only for non-French speaking students</i>	<a href="#">Patrice Gobert</a> <a href="#">Pierre Meurens</a>	45h	3 Credits	1 + 2q	x	
<input checked="" type="radio"/> LLSMD2091	<a href="#">Seminar on relational and managerial competences</a>	<a href="#">Patrice Gobert</a> <a href="#">Pierre Meurens</a>	15h	3 Credits	1 + 2q	x	

### o Management Accounting (5 credits)

One course among :

						Year	
						1	2
⌘ LLSMS2101	Management Accounting (Names from A to K)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	
⌘ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	

### o Advanced Human Resource and Organisation Management (5 credits)

One course among :

⌘ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Ina Aust-Gronarz Gaëtan Bonny (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	2q	x	
⌘ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	



## RESEARCH FOCUS [30.0]

- Mandatory ⊗ Optional  
△ Courses not taught during 2019-2020 ⊙ Periodic courses not taught during 2019-2020  
⊕ Periodic courses taught during 2019-2020 ■ 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. The student can also have the opportunity to participate to a research internship at a research center linked to the LSM. He may also write a research master's thesis that consists of either a state of literature and the design of a research project, either a first preliminary empirical research in a PhD.

Year

1 2

### Contenu:

● LLSMA2001	Epistemology of Management (in English)	Matthieu de Nanteuil	30h	5 Credits	1q	x
● LLSMA2002	Research Methods	Philippe Chevalier Alain Decrop Assaad El Akremi	60h	10 Credits	1q	x
● LLSMA2005	Reading Seminar			5 Credits		x
● LLSMA2006	Theories of Organizations in Management	Régis Coeuderoy	30h	5 Credits	2q	x
● LLSMA2007	Communication and Writing Skills	Manuel Kolp Valérie Swaen	30h	5 Credits	2q	x

## OPTIONS

**In Annual Block 1 :** you must follow **one entire Major** among the list here below.

**In Annual Block 2:** you must follow **an option and 3 courses** (if you do not leave on exchange); the offer is available here below.

Note that, if the chosen Major/Option is not organised on your main site, [help for the mobility](#) are available.

### MAJORS

- > Managing Humanely and Intervening in Organisations [ en-prog-2019-gest2m-lgest430o ]
- > Major European Business (LLN) [ en-prog-2019-gest2m-lgest421o ]
- > Majeure Corporate Finance (LLN) [ en-prog-2019-gest2m-lgest442o ]
- > Major International Finance (LLN) [ en-prog-2019-gest2m-lgest432o ]
- > Major Marketing Strategy for Connected Brands (LLN) [ en-prog-2019-gest2m-lgest451o ]
- > Major Consumer Insights (LLN) [ en-prog-2019-gest2m-lgest452o ]
- > Philippe de Woot Major in Corporate Sustainable Management (LLN) [ en-prog-2019-gest2m-lgest470o ]
- > Formation interdisciplinaire en création d'entreprise CPME (LLN) [ en-prog-2019-gest2m-lgest424o ]
- > Major International Business (LLN) [ en-prog-2019-gest2m-lgest425o ]
- > Major Financial Management (Mons) [ en-prog-2019-gest2m-mgest441o ]
- > Majeure Révisorat et expertise comptable (Mons) [ en-prog-2019-gest2m-mgest443o ]
- > Majeure Décisions marketing tactiques et digitales (Mons) [ en-prog-2019-gest2m-mgest453o ]

### LSM COURSES (if no exchange)

- > International Strategic Management course [ en-prog-2019-gest2m-lgest570o ]
- > Elective courses [ en-prog-2019-gest2m-lgest557o ]
- > Compulsory language course [ en-prog-2019-gest2m-lgest571o ]

### OPTIONS (alternative à l'échange)

- > Option Management humain et intervention dans les organisations [ en-prog-2019-gest2m-lgest558o ]
- > Option Corporate Finance (LLN) [ en-prog-2019-gest2m-lgest560o ]
- > Option Marketing Strategy for Connected Brands (LLN) [ en-prog-2019-gest2m-lgest561o ]
- > Option Consumer Insights (LLN) [ en-prog-2019-gest2m-lgest562o ]
- > Option Transport et logistique (Mons) [ en-prog-2019-gest2m-lgest563o ]
- > Option Entrepreneurship (Mons) [ en-prog-2019-gest2m-lgest564o ]
- > Option Immersion professionnelle en digital marketing (Mons) [ en-prog-2019-gest2m-lgest565o ]
- > Option Développement et gestion Nord-Sud (ICHEC) [ en-prog-2019-gest2m-lgest566o ]
- > Option Fiscalité (ICHEC) [ en-prog-2019-gest2m-lgest567o ]
- > Option Marketing Communication (Mons) [ en-prog-2019-gest2m-lgest568o ]
- > Option Financial Management (Mons) [ en-prog-2019-gest2m-lgest579o ]

- > Option Corporate Sustainable Management (LLN) [ en-prog-2019-gest2m-lgest589o ]
- > Option Révisorat et expertise comptable (Mons) [ en-prog-2019-gest2m-lgest590o ]
- > Option Decision Marketing (Mons) [ en-prog-2019-gest2m-lgest591o ]
- > Option Sourcing and Procurement (LLN) [ en-prog-2019-gest2m-lgest592o ]
- > Option International Finance (LLN) [ en-prog-2019-gest2m-lgest594o ]
- > ICHEC - CFA : Advanced Financial Analysis [ en-prog-2019-gest2m-liag228o ]

EXCHANGE

## MANAGING HUMANELY AND INTERVENING IN ORGANISATIONS [30.0]

- Mandatory
- ⊗ Optional
- △ Courses not taught during 2019-2020
- ⊙ Periodic courses not taught during 2019-2020
- ⊕ Periodic courses taught during 2019-2020
- Activity with requisites

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

Year

1 2

### o Contenu:

#### o Quadrimestre 1

● LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard	30h	5 Credits	1q	x	
● LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux (compensates Thomas Périlleux) Thomas Périlleux	30h	5 Credits	1q	x	
● LLSMF2007	Change Management (in French)	Nathalie Guilmot (compensates Alain Vas) Emilie Malcourant (compensates Alain Vas) Alain Vas	30h	5 Credits	1q	x	

#### o Term 2

● LLSMS2071	Diversity Management	Philippe Depaepe Eline Jammaers (coord.)	30h	5 Credits	2q	x	
● LLSMS2073	Strategic Human Resource Management	Laurent Taskin	30h	5 Credits	2q	x	
● LLSMS2074	Contemporary Issues in Human Resources Management	Marie Antoine (coord.) Gaëtan Bonny Philippe Depaepe	30h	5 Credits	2q	x	

**MAJOR EUROPEAN BUSINESS (LLN) [30.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**o **Quadrimestre 1**

● LLSMS2018	<a href="#">European Corporate Governance (in English)</a>	Karine Cerrada Cristia Philippe Lambrecht	30h	5 Credits	1q	x	
● LLSMS2060	<a href="#">European Economic Policy (in English)</a>	Eric Cornuel Nicolas Ledent (compensates Didier Reynders) Didier Reynders	30h	5 Credits	1q	x	
● LLSMS2064	<a href="#">European Public Affairs (in English)</a>	Jean-Christophe Defraigne	30h	5 Credits	1q	x	

o **Quadrimestre 2**

● LLSMS2061	<a href="#">Corporate Strategy in Europe</a>	Guilhem Bascle	30h	5 Credits	2q	x	
● LLSMS2062	<a href="#">Management of European Companies (Business Cases)</a>	Eric Cornuel	30h	5 Credits	2q	x	
● LLSMS2063	<a href="#">Industrial Relations in Europe (in English)</a>	Maria Jepsen (compensates Evelyne Léonard) Evelyne Léonard Philippe Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	

**MAJEURE CORPORATE FINANCE (LLN) [30.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

**o Contenu:****o Term 1**

● LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	<a href="#">Axel Funhoff</a> <a href="#">Philippe Grégoire</a>	30h	5 Credits	1q	x	
● LLSMS2017	<a href="#">IAS/IFRS</a>	<a href="#">Bruno Colmant</a>	30h	5 Credits	1q	x	
● LLSMS2108	<a href="#">International Financial Management (in English)</a>	<a href="#">James Thewissen</a>	30h	5 Credits	1q	x	

**o Term 2**

● LLSMS2009	<a href="#">Risk Management of Financial Institutions</a>	<a href="#">Luc Henrard</a>	30h	5 Credits	2q	x	
● LLSMS2110	<a href="#">Advanced Corporate Finance</a>	<a href="#">Yue Zhang</a>	30h	5 Credits	2q	x	
● LLSMS2118	<a href="#">Project Evaluation</a>	<a href="#">Alexandre Girard</a> (compensates <a href="#">Leonardo Iania</a> ) <a href="#">Leonardo Iania</a>	30h	5 Credits	2q	x	

## MAJOR INTERNATIONAL FINANCE (LLN) [30.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020  
 Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

#### o Term 1

<input type="radio"/> LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania Ruben Olieslagers (compensates Leonardo Iania)	30h	5 Credits	1q	x	
<input type="radio"/> LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q	x	
<input type="radio"/> LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q	x	

#### o Term 2

<input type="radio"/> LLSMS2128	Central banking, financial regulation, supervision	Luc Henrard	30h	5 Credits	2q	x	
<input type="radio"/> LLSMS2140	International corporate finance	Yue Zhang	30h	5 Credits	2q	x	
<input type="radio"/> LLSMS2029	International financial management	Denis Knaepen	30h	5 Credits	2q	x	

**MAJOR MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)****[30.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**o **Term 1**

● LLSMS2000	<a href="#">Marketing Research</a>	<a href="#">Nadia Steils</a>	30h	5 Credits	1q	x	
● LLSMS2002	<a href="#">International Marketing</a>	<a href="#">Thierry Jupsin</a>	30h	5 Credits	1q	x	
● LLSMS2007	<a href="#">New Business Models and E-commerce</a>	<a href="#">Olivier de Broqueville</a>	30h	5 Credits	1q	x	

o **Term 2**

● LLSMS2003	<a href="#">Brand Management (in English)</a>	<a href="#">Isabelle Schuiling</a>	30h	5 Credits	2q	x	
● LLSMS2004	<a href="#">Big Data/Data Mining Applied to Marketing</a>	<a href="#">Ludovic Chevalier</a>	30h	5 Credits	2q	x	
● LLSMS2006	<a href="#">On-line and Off-line Communication Strategies</a>	<a href="#">Karine Charry</a> <a href="#">Christine Jean</a> (compensates <a href="#">Karine Charry</a> ) <a href="#">Nicolas Kervyn</a> <a href="#">de Meerendré</a> (compensates <a href="#">Karine Charry</a> )	30h	5 Credits	2q	x	

**MAJOR CONSUMER INSIGHTS (LLN) [30.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

**o Contenu:****o Term 1**

● LLSMS2001	<a href="#">Consumer Behavior</a>	Nicolas Kervyn de Meerendré	30h	5 Credits	1q	x	
● LLSMS2021	<a href="#">Managing Brand Equity</a>	Thierry Jupsin (compensates Valérie Swaen) Valérie Swaen	30h	5 Credits	1q	x	
● LLSMS2024	<a href="#">Marketing Studies</a>	Gordy Pleyers	30h	5 Credits	1q	x	

**o Term 2**

● LLSMS2022	<a href="#">Customer Relationship Management(CRM)</a>	Nicolas Kervyn de Meerendré	30h	5 Credits	2q	x	
● LLSMS2023	<a href="#">Ethical and Sustainable Consumption</a>	Coline Ruwet (compensates Valérie Swaen) Valérie Swaen	30h	5 Credits	2q	x	
● LLSMS2005	<a href="#">Neuromarketing, virtual reality and experimental approach</a>	Gordy Pleyers	30h	5 Credits	2q	x	

## PHILIPPE DE WOOT MAJOR IN CORPORATE SUSTAINABLE MANAGEMENT (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

### o Contenu:

#### o Term 1

● LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q	x	
● LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q	x	
● LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q	x	

#### o Term 2

● LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz Corentin Hericher (compensates Ina Aust-Gronarz)	30h	5 Credits	2q	x	
● LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	2q	x	
● LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q	x	



## FORMATION INTERDISCIPLINAIRE EN CRÉATION D'ENTREPRISE

### CPME (LLN) [30.0]

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

#### o Contenu:

##### o Term 1

○ LCPME2001	<a href="#">Entrepreneurship Theory (in French)</a>	Blanche Havenne (compensates Frank Janssen) Frank Janssen	30h+20h	5 Credits	1q	x	
○ LCPME2002	<a href="#">Managerial, legal and economic aspects of the creation of a company (in French)</a>	Yves De Cordt Marine Falize	30h+15h	5 Credits	1q	x	

##### o Cours au choix CPME (5 credits)

Un cours parmi :

⊗ LLSMX2001	<a href="#">Regenerative Economy</a>	Yves De Rongé Emmanuel Mossay	30h	5 Credits	1q	x	
⊗ LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
⊗ LFSA2212	<a href="#">Innovation classes</a> <i>Attention : sélection des étudiants sur dossier</i>	Benoît Macq Jean-Pierre Raskin Benoît Raucent	30h+15h	5 Credits	1q	x	

##### o Term 2

○ LCPME2003	<a href="#">Business plan of the creation of a company (in French)</a> <i>test</i>	Frank Janssen	30h+15h	5 Credits	2q	x	
○ LCPME2004	<a href="#">Advanced seminar on Entrepreneurship (in French)</a>	Frank Janssen	30h+15h	5 Credits	2q	x	

##### o Cours au choix CPME (5 credits)

1 cours parmi :

⊗ LLSMS2080	<a href="#">International Entrepreneurship (in English)</a> <i>Attention : sélection des étudiants sur dossier</i>	Frank Janssen	30h+30h	5 Credits	2q	x	
⊗ LLSMS2081	<a href="#">Strategic Management of Start ups (in English)</a>	Bartholomeus Kamp Bryan Toney	30h+30h	5 Credits	2q	x	
⊗ LCPME2005	<a href="#">Social and Sustainable Entrepreneurship</a>	Frédéric Dufays	30h	5 Credits	2q	x	
⊗ LSST1001	<a href="#">IngénieuxSud</a>	Jean-Pierre Raskin	15h+45h	5 Credits	1 + 2q	x	

**MAJOR INTERNATIONAL BUSINESS (LLN) [30.0]**

Access to this major is limited to students selected on the basis of an application file. [More informations about the selection.](#)

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**

o **Term 1**

● LLSMS2014	<a href="#">Entrepreneurial Finance (in English)</a>	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
● LLSMS2002	<a href="#">International Marketing</a>	Thierry Jupsin	30h	5 Credits	1q	x	
● LLSMS2030	<a href="#">Supply Chain Management (in English)</a>	Pierre Semal	30h	5 Credits	1q	x	

o **Term 2**

● LLSMS2065	<a href="#">Cross Cultural Competences and Management (in English)</a>	Ina Aust-Gronarz	30h	5 Credits	2q	x	
● LLSMS2114	<a href="#">Entrepreneurship</a>	Julie Hermans (compensates Frank Janssen) Frank Janssen	30h	5 Credits	2q	x	
● LLSMS2299	<a href="#">New Economic Models</a>	Yves De Rongé	30h	5 Credits	2q	x	

## MAJOR FINANCIAL MANAGEMENT (MONS) [30.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

#### o Term 1

<input type="radio"/> MLSMM2121	<a href="#">Derivative Securities</a>	Isabelle Platten	30h	5 Credits	1q	X	
<input type="radio"/> MLSMM2122	<a href="#">Equity Valuation</a>	Mikael Petitjean Xavier Suin	30h	5 Credits	1q	X	
<input type="radio"/> MLSMM2123	<a href="#">Fixed Income Analysis</a>	Anh Nguyen (compensates Isabelle Platten) Isabelle Platten Frédéric Vrins	30h	5 Credits	1q	X	

#### o Term 2

<input type="radio"/> MLSMM2125	<a href="#">Portfolio Management</a>	Catherine D'Hondt	30h	5 Credits	2q	X	
<input type="radio"/> MLSMM2126	<a href="#">Risk Management and Financial Institutions</a>	Isabelle Platten Pascal Van Wynendaele (compensates Isabelle Platten)	30h	5 Credits	2q	X	
<input type="radio"/> MLSMM2124	<a href="#">Behavioural Finance</a>	Rudy De Winne	30h	5 Credits	2q	X	

**MAJEURE RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [30.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**o **Term 1**

● MLSMM2141	<a href="#">Contrôle interne et gestion des risques</a>	<a href="#">Bénédicte Vessié</a>	45h	6 Credits	1q	x
● MLSMM2143	<a href="#">Règles d'évaluation</a>	<a href="#">Anne-Catherine Provost</a>	30h	5 Credits	1q	x
● MLSMM2142	<a href="#">Droit comptable</a>	<a href="#">Yvan Stempniewsky</a>	30h	4 Credits	1q	x

o **Term 2**

● MLSMM2145	<a href="#">IAS and IFRS</a>	<a href="#">Yvan Stempniewsky</a>	45h	6 Credits	2q	x
● MLSMM2146	<a href="#">Normes comptables internationales de consolidation</a>	<a href="#">Bénédicte Vessié</a>	30h	5 Credits	2q	x
● MLSMM2144	<a href="#">Droit des sociétés approfondi et gouvernance d'entreprise</a>	<a href="#">Werner Derijcke</a>	30h	4 Credits	2q	x

## MAJEURE DÉCISIONS MARKETING TACTIQUES ET DIGITALES (MONS) [30.0]

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

### o Contenu:

#### o Term 1

○ MLSMM2131	<a href="#">Distribution</a>	<a href="#">Simon Hazée</a>	30h	5 Credits	1q	x
○ MLSMM2132	<a href="#">Price Management</a>	<a href="#">Caroline Ducarroz</a> <a href="#">Nadia Sinigaglia</a>	30h	5 Credits	1q	x
○ MLSMM2133	<a href="#">Product and Innovation</a>	<a href="#">Nadia Sinigaglia</a>	30h	5 Credits	1q	x

#### o Term 2

○ MLSMM2134	<a href="#">E-comportement du consommateur</a>	<a href="#">Karine Charry</a>	30h	5 Credits	2q	x
○ MLSMM2136	<a href="#">Tendances en Digital Marketing</a>	<a href="#">Fanny Cambier</a> (compensates <a href="#">Ingrid Poncin</a> <a href="#">Ingrid Poncin</a> )	30h	5 Credits	2q	x
○ MLSMM2135	<a href="#">Méthodes et modèles en marketing</a>	<a href="#">Caroline Ducarroz</a> <a href="#">Nadia Sinigaglia</a>	30h	5 Credits	2q	x

## INTERNATIONAL STRATEGIC MANAGEMENT COURSE [5.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

One course among :

Year

1 2

### o Contenu:

⌘ LLSMS2103	International Strategic Management (Names from A to K)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x
⌘ LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x

## ELECTIVE COURSES [5.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

1 cours of your choice : LLSMF2009 or LLSMS2090 or a management course from the KUL : <http://feb.kuleuven.be/toekomstigestudenten/opleidingen/overzicht-opleidingen-feb>

Year

1 2

### o Contenu:

⌘ LLSMF2009	Taxation (in French)	Marcel Gérard (coord.) Marie Lamensch	30h	5 Credits	1q		x
⌘ LLSMS2090	Risk Management, Internal Control and Auditing	Loïc Decaux Gerrit Sarens	30h	5 Credits	1q		x

## COMPULSORY LANGUAGE COURSE [5.0]

One course to choose from the list below. Please check the schedules before making your choice.

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

#### ⌘ Cours de néerlandais (5 credits)

⌘ LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Marlène Vrancx	22.5h	5 Credits	1q		x
⌘ LMULT2434	Oral business communication techniques in Dutch (Part 1) <i>Compulsory attendance, limited access (max. 10 students)</i>	Anne Goedgezelschap	15h+15h	5 Credits	1q		x

						Year	
						1	2
⊗ LMULT2431	<b>Economic, legal, social and political issues in Dutch-speaking countries</b> <i>Compulsory attendance, limited access (max. 10 students)</i>	Philippe Hiligsmann Luk Van Mensel (compensates Philippe Hiligsmann)	30h+15h	5 Credits	1q		x
⊗ LNEER2600	<b>Seminar of entry to professional life in Dutch - Upper-Intermediate level</b> <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.)	30h	5 Credits	1 ou 2q		x
⊗ LNEER1532	<b>Interactive economic Dutch - Higher intermediate level</b> <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Marie-Laurence Lambrecht Marianne Verhaert (coord.)	60h	5 Credits	1 + 2q		x
⊗ LKUL2094	<b>Belasting op de toegevoegde waarde (B-KUL-C05B1A)</b>		39h	5 Credits	1q		x
⊗ LKUL2095	<b>Arbeidsrecht en onderneming (B-KUL-C08I7A)</b>		39h	5 Credits	1q		x
⊗ LKUL2096	<b>Vennootschapsbelasting (B-KUL-C05B0A)</b>		39h	5 Credits	1q		x
⊗ LKUL2098	<b>Management van personeelsstromen (B-KUL-D0R25A)</b>		39h	5 Credits	1q		x

### ⊗ English courses (5 credits)

⊗ LANGL2232	<b>Advanced Business English</b> <i>6 groups of max. 25 students/group (see ILV for details and registration)</i>	Catherine Avery Stéphanie Brabant Nicholas Gibbs Guy Monfort Katherine Opello (coord.) Quentin Zèques	30h	5 Credits	1q		x
⊗ LMULT2223	<b>Reading comprehension and vocabulary extension: economic and commercial texts in English</b>	Sylvie De Cock	22.5h	5 Credits	1q		x
⊗ LMULT2421	<b>Economic, legal, social and political issues in English-speaking countries</b> <i>Compulsory attendance, limited access (max. 15 students)</i>	Paul Arblaster	30h+15h	5 Credits	1q		x
⊗ LMULT2424	<b>Oral business communication techniques in English (Part 1)</b> <i>Compulsory attendance, limited access (max. 15 students)</i>	Sylvie De Cock	15h+15h	5 Credits	1q		x

### ⊗ Cours d'allemand (5 credits)

⊗ LMULT2213	<b>Reading comprehension and vocabulary extension: economic and commercial texts in German</b>	Marie-Luce Collard	22.5h	5 Credits	1q		x
⊗ LMULT2411	<b>Economic, legal, social and political issues in German-speaking countries</b> <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	1q		x
⊗ LMULT2414	<b>Oral business communication techniques in German 1</b> <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	1q		x
⊗ LALLE2710	<b>Listening comprehension and oral expression: specialised German oral exercises - Part 1</b> <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	1q		x

### ⊗ Cours d'espagnol (5 credits)

⊗ LESPA2600	<b>Vocational Induction Seminar - Spanish (B2.2/C1)</b> <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.) Alicia Maria Tirado Fernandez (compensates Paula Lorente Fernandez)	30h	5 Credits	1q		x
⊗ LESPA2601	<b>Vocational Induction Seminar - Spanish (B2.2/C1)</b> <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.) Alicia Maria Tirado Fernandez (compensates Paula Lorente Fernandez)	30h	5 Credits	1q		x
⊗ LESPA1500	<b>Spanish Advanced level (B1.2 , B2.1)</b> <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez (compensates Carmen Vallejo Villamor) Carmen Vallejo Villamor (coord.)	45h	5 Credits	1q		x

### ⊗ French courses (5 credits)

*Only for non native French speakers.*

						Year	
						1	2
⌘ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	2q		x
⌘ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	1 ou 2q		x

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## OPTION MANAGEMENT HUMAIN ET INTERVENTION DANS LES ORGANISATIONS [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### Contenu:

<input type="radio"/> LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux (compensates Thomas Périlleux) Thomas Périlleux	30h	5 Credits	1q		x
<input type="radio"/> LLSMF2007	Change Management (in French)	Nathalie Guilmot (compensates Alain Vas) Emilie Malcourant (compensates Alain Vas) Alain Vas	30h	5 Credits	1q		x

## OPTION CORPORATE FINANCE (LLN) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### Contenu:

<input type="radio"/> LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2108	International Financial Management (in English)	James Thewissen	30h	5 Credits	1q		x

## OPTION MARKETING STRATEGY FOR CONNECTED BRANDS (LLN) [15.0]

This option is not available to students who have followed the Major in « Consumer Insights »

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### Contenu:

<input type="radio"/> LLSMS2000	Marketing Research	Nadia Steils	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2007	New Business Models and E-commerce	Olivier de Broqueville	30h	5 Credits	1q		x



## OPTION CONSUMER INSIGHTS (LLN) [15.0]

This option is not available to students who have followed the Major in « Marketing Strategy for Connected Brands ».

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

### ○ Contenu:

● LLSMS2001	<a href="#">Consumer Behavior</a>	<a href="#">Nicolas Kervyn de Meerendré</a>	30h	5 Credits	1q		x
● LLSMS2021	<a href="#">Managing Brand Equity</a>	<a href="#">Thierry Jupsin (compensates Valérie Swaen)</a> <a href="#">Valérie Swaen</a>	30h	5 Credits	1q		x
● LLSMS2024	<a href="#">Marketing Studies</a>	<a href="#">Gordy Pleyers</a>	30h	5 Credits	1q		x

**OPTION TRANSPORT ET LOGISTIQUE (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

**o Contenu:**

<input type="radio"/> MLSMM2253	Transport and mobility	Bart Jourquin	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2252	Supply Chain Management	Jean-Sébastien Tancrez	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2251	Modélisation des systèmes de transport	Bart Jourquin	30h	5 Credits	1q		x

**OPTION ENTREPRENEURSHIP (MONS) [15.0]**

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

**o Contenu:**

<input type="radio"/> MLSMM2263	Savoir entreprendre	Amélie Jacquemin Vincent Truyens (compensates Amélie Jacquemin)	30h	5 Credits	1q		x
<input type="radio"/> MHELH2262	Entrepreneuriat technologique	Julie Hermans Amélie Jacquemin	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2261	Entrepreneuriat collectif	Julie Hermans	30h	5 Credits	1q		x

**OPTION IMMERSION PROFESSIONNELLE EN DIGITAL MARKETING (MONS) [25.0]**

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

**o Contenu:**

<input type="radio"/> MLSMM2231	Digital Data Analysis <i>Cette activité se déroule au second quadrimestre en parallèle de MLSMM2233 Immersion professionnelle 2 - mise en oeuvre.</i>	Marco Ongaro	30h	5 Credits	2q		x
<input type="radio"/> MLSMM2232	Immersion professionnelle 1 - diagnostic	Karine Charry Simon Hazée (compensates Ingrid Poncin) Ingrid Poncin	30h	10 Credits	1q		x

							Year	
							1	2
○ MLSMM2233	<b>Immersion professionnelle 2 - mise en oeuvre</b> <i>Cette activité remplace le stage obligatoire de Master pour l'étudiant inscrit à cette option.</i>	Karine Charry Simon Hazée (compensates Ingrid Poncin) Ingrid Poncin	30h	10 Credits	2q			x

### OPTION DÉVELOPPEMENT ET GESTION NORD-SUD (ICHEC) [15.0]

- Mandatory  
 △ Courses not taught during 2019-2020  
 ⊕ Periodic courses taught during 2019-2020
- ⊗ Optional  
 ⊖ Periodic courses not taught during 2019-2020  
 ■ Activity with requisites

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

							Year	
							1	2
<b>o Contenu</b>								
○ LPEDV2210	North-South Project management		60h	5 Credits	1q			x
○ LPEDV2220	Spécificités de la gestion dans les pays du Sud		60h	5 Credits	1q			x
○ LPEDV2230	Economie et politiques de développement		60h	5 Credits	1q			x

### OPTION FISCALITÉ (ICHEC) [15.0]

For more information, please visit <https://www.ichec.be/fr/master-en-gestion-de-lentreprise>

- Mandatory  
 △ Courses not taught during 2019-2020  
 ⊕ Periodic courses taught during 2019-2020
- ⊗ Optional  
 ⊖ Periodic courses not taught during 2019-2020  
 ■ Activity with requisites

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

*Courses are organised during the whole term in the evening.*

							Year	
							1	2
<b>o Contenu:</b>								
○ LFISC2210	Fiscalité des fusions et acquisitions		60h	5 Credits	1q			x
○ LFISC2220	Impôt des sociétés et pratique de la déclaration		60h	5 Credits	1q			x
○ LFISC2230	Introduction à la fiscalité internationale et européenne		60h	5 Credits	1q			x

## OPTION MARKETING COMMUNICATION (MONS) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

<input type="radio"/> MCOMU2202	Marketing Communications	Karine Charry	30h	5 Credits	1q		x
<input type="radio"/> MCOMU2203	Processus de création publicitaire	Marc Soumillion	30h	5 Credits	1q		x
<input type="radio"/> MCOMU2204	Methodology of the marketing communication	Annie Courbet Christine Jean	30h	5 Credits	1q		x

## OPTION FINANCIAL MANAGEMENT (MONS) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

<input type="radio"/> MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2123	Fixed Income Analysis	Anh Nguyen (compensates Isabelle Platten) Isabelle Platten Frédéric Vrins	30h	5 Credits	1q		x

## OPTION CORPORATE SUSTAINABLE MANAGEMENT (LLN) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
- Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### o Contenu:

<input type="radio"/> LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q		x

## OPTION RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
  Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year  
1 2

### Contenu:

<input type="radio"/> MLSMM2247	<a href="#">Audit et compétences professionnelles</a>	<a href="#">Bénédicte Vessié</a>	45h	6 Credits	1q		x
<input type="radio"/> MLSMM2249	<a href="#">International Standards on Auditing</a>	<a href="#">Bénédicte Vessié</a>	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2248	<a href="#">Droit de l'entreprise en difficulté</a>	<a href="#">Raphaël Gevers</a>	30h	4 Credits	1q		x
<input checked="" type="radio"/> MLSMM2140	<a href="#">Déontologie et exigences légales du contrôle</a> <i>Cours pris en compte pour les dispenses IRE.</i>	<a href="#">Victor Collin</a> <a href="#">Bernard Vandendorre</a>	45h	6 Credits	1q		x

## OPTION DECISION MARKETING (MONS) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
  Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year  
1 2

### Contenu:

<input type="radio"/> MLSMM2131	<a href="#">Distribution</a>	<a href="#">Simon Hazée</a>	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2132	<a href="#">Price Management</a>	<a href="#">Caroline Ducarroz</a> <a href="#">Nadia Sinigaglia</a>	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2133	<a href="#">Product and Innovation</a>	<a href="#">Nadia Sinigaglia</a>	30h	5 Credits	1q		x

## OPTION SOURCING AND PROCUREMENT (LLN) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
  Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year  
1 2

### Contenu:

<input type="radio"/> LLSMS2036	<a href="#">Supply Chain Procurement</a>	<a href="#">Per Joakim Agrell</a> <a href="#">Constantin Blome</a>	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2037	<a href="#">Sourcing Strategy</a>	<a href="#">Constantin Blome</a> <a href="#">Michael Henke</a>	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2038	<a href="#">Procurement Organisation and Scope</a>	<a href="#">Constantin Blome</a>	30h	5 Credits	1q		x

## OPTION INTERNATIONAL FINANCE (LLN) [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
  Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

Year

1 2

### Contenu:

<input type="radio"/> LLSMS2054	<a href="#">International Finance</a>	<a href="#">Bertrand Candelon</a>	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2027	<a href="#">Financial Innovation</a>	<a href="#">Bertrand Candelon</a> <a href="#">Yue Zhang</a>	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2223	<a href="#">Principles of banking and finance</a>	<a href="#">Tom Dechaene</a> <a href="#">Leonardo Iania</a> <a href="#">Ruben Olieslagers</a> (compensates Leonardo Iania)	30h	5 Credits	1q		x

## ICHEC - CFA : ADVANCED FINANCIAL ANALYSIS [15.0]

- Mandatory  
 Courses not taught during 2019-2020  
 Periodic courses taught during 2019-2020
  Optional  
 Periodic courses not taught during 2019-2020  
 Activity with requisites

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

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

Year

1 2

### Contenu:

<input type="radio"/> LICHE2210	<a href="#">Alternative Investments and Advanced Portfolio Management</a> <i>Le code de ce cours dans Mobi est XHEIC1017.</i>		30h	5 Credits	1q		x
<input type="radio"/> LICHE2230	<a href="#">Advanced Financial Analysis and Reporting</a> <i>Le code de ce cours dans Mobi est XHEIC1018.</i>		30h	5 Credits	1q		x
<input type="radio"/> LICHE2240	<a href="#">Ethics in Finance</a> <i>Le code de ce cours dans Mobi est XHEIC1019.</i>		30h	5 Credits	1q		x

## Alternatives

- > [Track Financial Management \[120\] - Double degree UCL-ICHEC](#) [en-prog-2019-gest2m-lgest354r]
- > [CEMS Programme](#) [en-prog-2019-gest2m-lgest355r]
- > [Double parcours Gestion-Droit : pour les Bacheliers en Gestion](#) [en-prog-2019-gest2m-lgest357r]
- > [Double parcours Gestion-Droit : pour les Bacheliers en Droit](#) [en-prog-2019-gest2m-lgest358r]



**TRACK FINANCIAL MANAGEMENT [120] - DOUBLE DEGREE UCL-ICHEC [120.0]**

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

**o Bloc annuel 1 (60 credits)**

● LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	
● LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	1 + 2q	x	

**o Corporate Social Responsibility (LLN) (4 credits)**

Un cours parmi :

⊗ LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q	x	
⊗ LLSMS2098	Corporate Social Responsibility (Names from A to E )	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
⊗ LLSMS2099	Corporate Social Responsibility (Names from F to N)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
⊗ LLSMS2398	Corporate Social Responsibility (Names from O to Z)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	

**o Corporate Finance (LLN) (5 credits)**

Un cours parmi :

⊗ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x	
⊗ LLSMS2120	Corporate Finance (Names from L to Z)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x	

**o Advanced Strategic Marketing (LLN) (5 credits)**

Un cours parmi :

⊗ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
⊗ LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	1q	x	

**o Majeure Financial Management (Mons) (30 credits)**

● MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q	x	
● MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q	x	
● MLSMM2123	Fixed Income Analysis	Anh Nguyen (compensates Isabelle Platten) Isabelle Platten Frédéric Vrins	30h	5 Credits	1q	x	
● MLSMM2125	Portfolio Management	Catherine D'Hondt	30h	5 Credits	2q	x	
● MLSMM2126	Risk Management and Financial Institutions	Isabelle Platten Pascal Van Wynendaele (compensates Isabelle Platten)	30h	5 Credits	2q	x	
● MLSMM2124	Behavioural Finance	Rudy De Winne	30h	5 Credits	2q	x	

**o Management Accounting (LLN) (5 credits)**

Un cours parmi :

⊗ LLSMS2101	Management Accounting (Names from A to K)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	
⊗ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	

**o Advanced Human Resource and Organisation Management (LLN) (5 credits)**

Un cours parmi :

⊗ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Ina Aust-Gronarz Gaëtan Bonny (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	2q	x	
⊗ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	

**o Bloc annuel 2 (60 credits)**

o LLSMF2009	Taxation (in French)	Marcel Gérard (coord.) Marie Lamensch	30h	5 Credits	1q		x
o LLSMD2915	Internship and familiarization seminar to the world of work	Patrice Gobert Pierre Meurens	30h	10 Credits			x
o LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	x
o LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q	x	x

**o International Strategic Management course (LLN) (5 credits)**

One course among :

⊗ LLSMS2103	International Strategic Management (Names from A to K)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x
⊗ LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x

**o Cours de langue obligatoire (5 credits)**

One course to choose from among the list below. Please check the course schedule before making a choice.

**⊗ Cours de néerlandais (5 credits)**

⊗ LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Marlène Vrancx	22.5h	5 Credits	1q		x
⊗ LMULT2434	Oral business communication techniques in Dutch (Part 1) <i>Compulsory attendance, limited access (max. 10 students)</i>	Anne Goedgezelschap	15h+15h	5 Credits	1q		x
⊗ LMULT2431	Economic, legal, social and political issues in Dutch-speaking countries <i>Compulsory attendance, limited access (max. 10 students)</i>	Philippe Hiligsmann Luk Van Mensel (compensates Philippe Hiligsmann)	30h+15h	5 Credits	1q		x
⊗ LNEER2600	Seminar of entry to professional life in Dutch - Upper-Intermediate level <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.)	30h	5 Credits	1 ou 2q		x

						Year	
						1	2
⊗ LNEER1532	Interactive economic Dutch - Higher intermediate level <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Marie-Laurence Lambrecht Marianne Verhaert (coord.)	60h	5 Credits	1 + 2q		x
⊗ LKUL2094	Belasting op de toegevoegde waarde (B-KUL-C05B1A)		39h	5 Credits	1q		x
⊗ LKUL2095	Arbeidsrecht en onderneming (B-KUL-C0817A)		39h	5 Credits	1q		x
⊗ LKUL2096	Vennootschapsbelasting (B-KUL-C05B0A)		39h	5 Credits	1q		x
⊗ LKUL2098	Management van personeelsstromen (B-KUL-D0R25A)		39h	5 Credits	1q		x

### ⊗ English courses (5 credits)

⊗ LANGL2232	Advanced Business English <i>6 groups of max. 25 students/group (see ILV for details and registration)</i>	Catherine Avery Stéphanie Brabant Nicholas Gibbs Guy Monfort Katherine Opello (coord.) Quentin Zèques	30h	5 Credits	1q		x
⊗ LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	Sylvie De Cock	22.5h	5 Credits	1q		x
⊗ LMULT2421	Economic, legal, social and political issues in English-speaking countries <i>Compulsory attendance, limited access (max. 15 students)</i>	Paul Arblaster	30h+15h	5 Credits	1q		x
⊗ LMULT2424	Oral business communication techniques in English (Part 1) <i>Compulsory attendance, limited access (max. 15 students)</i>	Sylvie De Cock	15h+15h	5 Credits	1q		x

### ⊗ Cours d'allemand (5 credits)

⊗ LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce Collard	22.5h	5 Credits	1q		x
⊗ LMULT2411	Economic, legal, social and political issues in German-speaking countries <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	1q		x
⊗ LMULT2414	Oral business communication techniques in German 1 <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	1q		x
⊗ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	1q		x

### ⊗ Cours d'espagnol (5 credits)

⊗ LESP2600	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.) Alicia Maria Tirado Fernandez (compensates Paula Lorente Fernandez)	30h	5 Credits	1q		x
⊗ LESP2601	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.) Alicia Maria Tirado Fernandez (compensates Paula Lorente Fernandez)	30h	5 Credits	1q		x
⊗ LESP1500	Spanish Advanced level (B1.2, B2.1) <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez (compensates Carmen Vallejo Villamor) Carmen Vallejo Villamor (coord.)	45h	5 Credits	1q		x

### ⊗ French courses (5 credits)

Only for non native French speakers.

⊗ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	2q		x
⊗ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	1 ou 2q		x

### ○ Option Advanced Financial Analysis (ICHEC) (15 credits)

○ LICHE2210	Alternative Investments and Advanced Portfolio Management		30h	5 Credits	1q		x
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						Year	
						1	2
○ LICHE2230	Advanced Financial Analysis and Reporting		30h	5 Credits	1q		x
○ LICHE2240	Ethics in Finance		30h	5 Credits	1q		x

## CEMS PROGRAMME

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

### ○ CEMS Annual Block 1

All four courses have to be taken. Please do not pay attention to the alphabetical order of some mandatory courses (it does not apply to CEMS students).

○ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
○ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x	
○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	

### ○ Corporate Social Responsibility (4 credits)

1 course between :

⊗ LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q	x	
⊗ LLSMS2098	Corporate Social Responsibility (Names from A to E )	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	

### ○ CEMS Option (15 credits)

All three courses have to be taken.

○ LLSMS2111	International Business (in English)	Sunita Malhotra Frédéric Pouchain	30h	5 Credits	1q	x	
○ LCEMS2108	International Financial Management for CEMS	Denis Knaepen	30h	5 Credits	1q	x	
○ LLSMS2109	International Marketing Management (in English)	Isabelle Schuiling	30h	5 Credits	1q	x	

### ○ Seminar (3 credits)

1 course between :

⊗ LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	1 + 2q	x	
⊗ LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	1 + 2q	x	

### ○ CEMS LSM Q2 courses (20 credits)

1 course to choose between LLSMS2121 and LLSMF2026. All three courses/activities have to be taken.

○ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	
⊗ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	

							Year	
							1	2
⊗ LLSMF2026	Performance Management (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Gerrit Sarens Vincent Vanderborgh	30h	5 Credits	2q		x	
○ LCEMS2915	Internship for CEMS			10 Credits	2q		x	

### ○ CEMS Annual Block 2

○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q			x
○ LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q		x	x

### ○ CEMS LSM Q3 Courses (18 credits)

Cems Students who will be at LSM during Q3 need to take 1 full option (15 ECTS credits) among those here below as well as the CEMS LSM Q3 courses (18 ECTS credits).

○ LCEMS2341	Block Seminar (CEMS)	Pierre Semal	30h	3 Credits	1q			x
○ LLSMS2116	Innovation and Corporate Strategy (CEMS)	Benoît Gailly	30h	5 Credits	1q			x
○ LLSMX2001	Regenerative Economy	Yves De Rongé Emmanuel Mossay	30h	5 Credits	1q			x
○ LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q			x

### ○ Q3 LSM Option (15 credits)

1 option among :

#### ⊗ Option Corporate Finance (LLN) (15 credits)

○ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q			x
○ LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q			x
○ LLSMS2108	International Financial Management (in English)	James Thewissen	30h	5 Credits	1q			x

#### ⊗ Option Corporate sustainable Management (LLN) (15 credits)

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q			x
○ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q			x
○ LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q			x

#### ⊗ Option Marketing strategy for connected brands (LLN) (15 credits)

○ LLSMS2000	Marketing Research	Nadia Steils	30h	5 Credits	1q			x
○ LLSMS2002	International Marketing <i>To be replaced by a course from another option</i>	Thierry Jupsin	30h	5 Credits	1q			x
○ LLSMS2007	New Business Models and E-commerce	Olivier de Broqueville	30h	5 Credits	1q			x

#### ⊗ Option International Finance (LLN) (15 credits)

○ LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania Ruben Olieslagers (compensates Leonardo Iania)	30h	5 Credits	1q			x
○ LLSMS2054	International Finance <i>To be replaced by a course from another option</i>	Bertrand Candelon	30h	5 Credits	1q			x
○ LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q			x

Year

1 2

⌘ Option Financial Management (Mons) (15 credits)

○ MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q		x
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q		x
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen (compensates Isabelle Platten) Isabelle Platten Frédéric Vrins	30h	5 Credits	1q		x

○ CEMS LSM Q4 Courses (27 credits)

Cems Students who will be at LSM during Q4 need to take CEMS LSM Q4 courses (27 ECTS credits)

○ LCEMS2343	Responsible Global Leadership Seminar (CEMS)	Isabelle Schuiling	30h	2 Credits	2q		x
○ LLSMS2117	Business Project (CEMS)	Christophe Lejeune	30h	15 Credits	2q		x
○ LLSMS2112	Supply Chain and sourcing	Per Joakim Agrell Constantin Blome	30h	5 Credits	2q		x
○ LLSMS2066	Cross Cultural Competences and Management for CEMS	Sunita Malhotra	30h	5 Credits	2q		x

○ CEMS Seminars

Cems Students need to attend Soft Skills Seminars during both annual blocks.

○ Exchange (30 credits)

Cems Students who will be on exchange need to register for courses on Mob-i. More information on the CEMS LSM guide.

⌘ CEMS Language Courses

Cems students can take CEMS language courses at UCL (ILV) to fulfill the CEMS language requirements. List available on <https://uclouvain.be/en/faculties/lsm/the-cems-mim-programme.html>

## DOUBLE PARCOURS GESTION-DROIT : POUR LES BACHELIERS EN GESTION

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⌘ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

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○ Bloc annuel 1 (70 credits)

○ Finalité spécialisée (30 credits)

○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q		x
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○ Corporate social responsibility (4 credits)

One course among :

⌘ LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q		x
⌘ LLSMS2098	Corporate Social Responsibility (Names from A to E )	Carlos Desmet Vincent Truyens	30h	4 Credits	1q		x
⌘ LLSMS2099	Corporate Social Responsibility (Names from F to N)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q		x
⌘ LLSMS2398	Corporate Social Responsibility (Names from O to Z)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q		x

Year

1 2

**Advanced Strategic Marketing (5 credits)**

One course among :

⌘ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x
⌘ LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	1q	x

**Corporate Finance (5 credits)**

One course among :

⌘ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x
⌘ LLSMS2120	Corporate Finance (Names from L to Z)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x

**Seminar (3 credits)**

One course among :

⌘ LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	1 + 2q	x
⌘ LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	1 + 2q	x

**Management Accounting (5 credits)**

One course among :

⌘ LLSMS2101	Management Accounting (Names from A to K)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x
⌘ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x

**Advanced Human Resource and Organisation Management (5 credits)**

One course among :

⌘ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Ina Aust-Gronarz Gaëtan Bonny (compensates Ina Aust-Gronarz) Eline Jammaers	30h	5 Credits	2q	x
⌘ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x

**Majeure Philippe de Woot en Corporate Sustainable Management (30 credits)**

Cette majeure est préconisée pour ce programme spécifique. Un autre choix de majeure peut éventuellement être soumis au conseiller aux études qui se chargera de déterminer la faisabilité.

**Term 1**

⊙ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q	x
⊙ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q	x
⊙ LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q	x

**Term 2**

							Year	
							1	2
○ LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz Corentin Hericher (compensates Ina Aust-Gronarz)	30h	5 Credits	2q	x		
○ LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	2q	x		
○ LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q	x		

### ○ Complément en droit (10 credits)

L'étudiant est tenu de s'inscrire, en faculté de droit, aux exercices pratiques des UE LDROI1224 et LDROI1304

○ LDROI1303C	Business Law	Henri Culot Henri Culot (compensates Virginia Verardi) Gabriela de Pierpont (compensates Virginia Verardi) Filip Dorssemont (compensates Virginia Verardi)	30h	2 Credits		x	
○ LDROI1304	Contract Law	Patrick Wéry	30h+8h	3 Credits	2q	x	
○ LDROI1224L	Criminal Law	Thierry Moreau Damien Vandermeersch	45h	5 Credits	1q	x	

### ○ Bloc annuel 2 (70 credits)

○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	
○ LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q	x	
○ LLSMD2915	Internship and familiarization seminar to the world of work	Patrice Gobert Pierre Meurens	30h	10 Credits		x	

### ○ Option "Droit et Gestion" (30 credits)

○ LDROI2101	Tax law and Accountancy law	Michel De Wolf Edoardo Traversa	75h	7 Credits	1q	x	
○ LDROI2102	Private international law	Jean-Yves Carlier Stéphanie Francq	60h	6 Credits	1q	x	
○ LDROI2106	Social security law	Steve Gilson	30h	4 Credits	1q	x	
○ LDROI2107	Law on Security Interests	Bernard Dubuisson (compensates Isabelle Durant) Isabelle Durant	30h	4 Credits	1q	x	
○ LDROI2104	Corporate law	Yves De Cordt Philippe Lambrecht (compensates Yves De Cordt) Philippe Malherbe (compensates Yves De Cordt)	30h	4 Credits	2q	x	
○ LDROI1307	Procedure law <i>L'étudiant est tenu de s'inscrire, en faculté de droit, aux exercices pratiques de cette UE.</i>	Jean-François Van Drooghenbroeck	60h+12h	5 Credits	1q	x	

### ○ Complément en droit (10 credits)

L'étudiant est tenu de s'inscrire, en faculté de droit, aux exercices pratiques des UE ci-dessous.

○ LDROI1305	Administrative Law	David Renders	60h+12h	5 Credits	2q	x	
○ LDROI1306	Real and Intellectual Law	Nicolas Bernard (compensates Isabelle Durant) Vincent Cassiers (compensates Isabelle Durant) Isabelle Durant	45h+10h	5 Credits	1q	x	



**DOUBLE PARCOURS GESTION-DROIT : POUR LES BACHELIERS EN DROIT**

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

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○	Valorisation des crédits acquis antérieurement			55 Credits		x	
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**○ Suite du programme de master en gestion (65 credits)**

○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	
○ LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q	x	

**○ Finalité spécialisée (30 credits)**

15 crédits de cette finalité spécialisée auront déjà été acquis précédemment en DROI2M via l'option "Gestion et droit"

○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	
○ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x	
○ LLSMD2090	Seminar on Relational and Managerial Competences	Patrice Gobert Pierre Meurens	45h	3 Credits	1 + 2q	x	
○ LLSMS2090	Risk Management, Internal Control and Auditing	Loïc Decaux Gerrit Sarens	30h	4 Credits	1q	x	

**○ Majeure Philippe de Woot en Corporate Sustainable Management (30 credits)**

Cette majeure est préconisée pour ce programme spécifique. Un autre choix de majeure peut éventuellement être soumis au conseiller aux études qui se chargera de déterminer la faisabilité.

**○ Term 1**

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q	x	
○ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q	x	
○ LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q	x	

**○ Term 2**

○ LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz Corentin Hericher (compensates Ina Aust-Gronarz)	30h	5 Credits	2q	x	
○ LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	2q	x	
○ LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q	x	

## Course prerequisites

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A document entitled [en-prerequis-2019-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

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For each UCLouvain 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 your UCLouvain account.

## GEST2M - Information

### Admission

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

***In the event of the divergence between the different linguistic versions of the present conditions, the French version shall prevail.***

#### SUMMARY

- > [Specific Admission Requirements](#)
- > [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](#)
- > [Access on the file](#)
- > [Admission and Enrolment Procedures for general registration](#)

### Specific Admission Requirements

#### DEADLINE TO SUBMIT A UCLOUVAIN ONLINE REQUEST

- 30 April for Non-EU citizens not living in Belgium
- 31 August for EU citizens not living in Belgium
- 15 September for any nationality residing in Belgium

#### Tuition fees 2019-2020

#### DIRECT ACCESS OR ACCESS ON FILE? CHECK THE TABLE HERE BELOW

#### University Bachelors

Diploma	Special Requirements	Access	Remarks
<b>UCLouvain Bachelors</b>			
<a href="#">Bachelor in Economics and Management</a> (site of Louvain-la-Neuve) - ECGE1BA		Direct Access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor in Management</a> (site of Mons) - GESM1BA		Direct Access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor : Business Engineering</a> (site of Louvain-la-Neuve) - INGE1BA		Direct Access	> <a href="#">Direct online registration</a>
<a href="#">Bachelor : Business Engineering</a> (site of Mons) - INGM1BA		Direct Access	> <a href="#">Direct online registration</a>
Other UCLouvain bachelors	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
<b>Others Bachelors of the French speaking Community of Belgium</b>			
Bachelier en sciences de gestion		Direct Access	> <a href="#">Direct online registration</a>
Bachelier en sciences économiques et de gestion		Direct Access	> <a href="#">Direct online registration</a>
Bachelier en ingénieur de gestion		Direct Access	> <a href="#">Direct online registration</a>
Bachelier en sciences économiques	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > possibility of access on file with the addition of a maximum of

Other Bachelors	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>  If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
<b>Bachelors of the Dutch speaking Community of Belgium</b>			
Bachelor in de toegepaste economische wetenschappen		Direct Access	> <a href="#">Direct online registration</a>
Bachelor in handelsingenieur		Direct Access	> <a href="#">Direct online registration</a>
Other bachelors	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
<b>Foreign Bachelors</b>			
Non-belgian bachelor's university degree in Economics and Management or equivalent issued by a recognised university	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>

## Non university Bachelors

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

Holders of a **bachelor's degree from long type belgian non-university higher education** in commercial engineering or in business management may, after analysis of the file by the jury, access the Master's degree in Management, with maybe an additional teaching unit (EU) in "mathématiques avancées et fondement d'économétrie". > [Submit a UCLouvain online request](#)

Holders of one of the **short non-university bachelor's degrees** listed below have access to the Master 120 in Management with the addition of a minimum of 45 credits and a maximum of 60 credits of additional teaching units (EU) (= complementary module) > [List of additional teaching units of the complementary module](#) > [Submit a UCLouvain online request](#)

Diploma	Access	Remarks
BA - assistant(e) de direction - EPS - crédits supplémentaires entre 45 et 60	Les enseignements supplémentaires éventuels peuvent être consultés dans le <a href="#">module complémentaire</a> .	Type court
BA - assistant(e) de direction - HE - crédits supplémentaires entre 45 et 60		
BA - conseiller(ère) en développement durable - HE - crédits supplémentaires entre 45 et 60		
BA en assurances - HE - crédits supplémentaires entre 45 et 60		
BA en assurances - EPS - crédits supplémentaires entre 45 et 60		
BA en commerce et développement - HE - crédits supplémentaires entre 45 et 60		
BA en commerce extérieur - HE - crédits supplémentaires entre 45 et 60		
BA en commerce extérieur - EPS - crédits supplémentaires entre 45 et 60		
BA en comptabilité - HE - crédits supplémentaires entre 45 et 60		
BA en comptabilité - EPS - crédits supplémentaires entre 45 et 60		
BA en coopération internationale - EPS - crédits supplémentaires entre 45 et 60		
BA en coopération internationale - HE - crédits supplémentaires entre 45 et 60		
BA en e-business - HE - crédits supplémentaires entre 45 et 60		
BA en e-business - EPS - crédits supplémentaires entre 45 et 60		
BA en gestion hôtelière - HE - crédits supplémentaires entre 45 et 60		
BA en immobilier - HE - crédits supplémentaires entre 45 et 60		
BA en immobilier - EPS - crédits supplémentaires entre 45 et 60		
BA en informatique de gestion - EPS - crédits supplémentaires entre 45 et 60		

BA en informatique de gestion - HE - crédits supplémentaires entre 45 et 60  
 BA en management de la logistique - HE - crédits supplémentaires entre 45 et 60  
 BA en management du tourisme et des loisirs - EPS - crédits supplémentaires entre 45 et 60  
 BA en management du tourisme et des loisirs - HE - crédits supplémentaires entre 45 et 60  
 BA en marketing - EPS - crédits supplémentaires entre 45 et 60  
 BA en marketing - HE - crédits supplémentaires entre 45 et 60  
 BA en relations publiques - HE - crédits supplémentaires entre 45 et 60  
 BA en relations publiques - EPS - crédits supplémentaires entre 45 et 60  
 BA en sciences administratives et gestion publique - HE - crédits supplémentaires entre 45 et 60  
 BA en sciences administratives et gestion publique - EPS - crédits supplémentaires entre 45 et 60  
 BA en vente - EPS - crédits supplémentaires entre 45 et 60

### Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
<b>"Licenciés"</b>			
. Licence in Economics . Licence in Management . Licence Applied Economics . Licence in Business Engineering	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits.  If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Any other belgian licence	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Non-belgian licence's university degree issued by a recognised university	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>
<b>Masters</b>			
Master 60 credits in Economics	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits.  If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Master 60 credits in Management	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	Composition of the programme to be determined according to the student's background and

			specialization needs. Possibility of possible valuation of credits.
			If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Master 120 UCLouvain in Law, graduates in Law via the double-master Law-Management	Have completed the minor in management and additional courses during the Master of Law	Based on application: accepted, conditional on further training, or refusal	Access to the specific management programme in one year (max 75 ECTS)
Any other belgian Master's	Meet the general and specific access requirements (see above)	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > <a href="#">Submit a UCLouvain online request</a>
Non-belgian Master's university degree issued by a recognised university	Meet the <a href="#">general and specific access requirements</a>	Based on application: accepted, conditional on further training, or refusal	If general and specific requirements are met > <a href="#">Submit a UCLouvain online request</a>

## Holders of a non-University 2nd cycle degree

### 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>

### Access on the file

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

### Admission and Enrolment Procedures for general registration

## 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 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ 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 will get an exemption for LECGE1219 course and those with a BA in Marketing, in Foreign Trade or in e-business for LECGE1213 course. These students will then have an annual program of 55 credits.

○ LECGE1222	Microeconomics	Arastou Khatibi Louis Larue François Maniquet	45h+15h	5 Credits	1 ou 2q
○ LECGE1219	Accounting II and analysis of financial statements	Géraldine Danaux (compensates Michel De Wolf) Yves De Rongé (coord.) Michel De Wolf	45h+15h	5 Credits	2q
○ LECGE1213	Marketing	Nicolas Kervyn de Meerendré	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	Stéphanie Coster (compensates Thomas Périlleux) Emilie Malcourant (compensates Thomas Périlleux) Emilie Malcourant (coord.)	30h+15h	5 Credits	2q
○ LECGE1332	Finance	Philippe Grégoire	30h+15h	5 Credits	1q
○ LECGE1317	Critical Analysis of organizations and markets	Joseph Amougou (compensates Matthieu de Nanteuil) Matthieu de Nanteuil	30h	5 Credits	1q

### ○ Courses in quantitative methods (15 credits)

○ LECGE1112	Mathematics in economy and management	Pascal Lambrechts Mathieu Van Vyve	45h+30h	5 Credits	1q
○ LECGE1337	Advanced mathematics and foundations of econometrics	Françoise Lefèvre Françoise Lefèvre (compensates Sébastien Van Bellegem) Sébastien Van Bellegem	30h+15h	5 Credits	2q
○ LECGE1114	Statistics in Economics and Management I	Marie-Paule Kestemont	30h+30h	5 Credits	2q

### ○ Language course (5 credits)

○ LANGL1532	English for Business Students (Upper-Intermediate level)	Catherine Avery Nicholas Gibbs Marielle Henriët (coord.) Sandrine Meirlaen Philippe Neyt Katherine Opello (coord.) Charlotte Peters Françoise Stas Marie Van Reet	60h	5 Credits	1 + 2q
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⌘ LANGL1332	<b>Business English</b> <i>A la place du cours LANGL1532 : accessible uniquement après autorisation de l'ILV</i>	Aurélie Deneumoustier Fanny Desterbecq Amandine Dumont Ariane Halleux Marielle Henriet Sabrina Knorr Lucille Meyers Sandrine Mulkers (coord.) Mark Theodore Pertuit (compensates Aurélie Deneumoustier) Marc Piwnik (coord.)	60h	5 Credits	1 + 2q
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## Teaching method

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

- **A particularly wide range of specialization majors**

By having access to more than 10 "classic" functional majors (e.g. marketing, finance) or transversal majors (e.g. European Business, Entrepreneurship), the student can specialize in the most advanced fields of management sciences. He/she generally reinforces this specialization by completing a master's thesis and an internship in the same field.

The majors are accessible on the two sites of the LSM: Louvain-la-Neuve and Mons.

- **Teaching that combines academic knowledge and professional practice**

Teaching is provided in a balanced manner by teachers who are also active researchers in their field and by professionals selected for their widely recognized experience and expertise. All students (except CPME and DD students) must complete minimum 60-day internship in a company. They all also have to write down a master's thesis which can be linked to a problem or mission identified during the internship. Links with companies are omnipresent both in teaching and in extra-academic activities organised by the Corporate unit of the school.

- **Teaching methods centred on learning and the development of transversal competences**

This is reflected in the almost widespread use of problem-oriented teaching methods, collaborative learning (case studies, projects, problems, simulations) and work autonomy. This approach is developed in conjunction with mandatory readings, theoretical frameworks and conferences and is based on a balance between continuous evaluation and final evaluation of learning, between individual and group evaluations.

- **A strong international presence**

This internationalisation is based in particular on a particularly extensive network of exchange partners (over 140 partner schools), exclusive access in Belgium to the Master in International Management organised by [CEMS](#) and the possibility of acquiring a [double degree](#) with one of the seven prestigious partner universities.

## Evaluation

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*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** : oral or written exams (after the six week-courses block or during the exam sessions), 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

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Ce master offre différentes possibilités d'internationalisation et de mobilité qui apporteront une plus-value à votre curriculum:

- De nombreux cours en anglais disponibles dans le programme à la LSM et la **possibilité** pour un étudiant non francophone de **suivre l'entièreté du cursus en anglais**.
- **Un séjour d'un quadrimestre de cours à l'étranger** (30 crédits) ([programme d'échange](#)) dans une des 145 universités partenaires reconnues en gestion dans le [monde entier](#).
- Un **quadrimestre de cours en Flandre** (30 crédits) (Erasmus Belgica) dans une des 3 universités partenaires reconnues en gestion.
- L'opportunité exclusive et unique en Belgique de suivre le **CEMS Master's in International Management** organisé par le réseau [CEMS](#) the Global Alliance in Management Education **ainsi que l'accès exclusif au réseau PIM** (Partnership in International Management).
- L'opportunité de suivre le **bloc annuel 2 à l'étranger** dans le cadre du programme **IB - International Business** qui prévoit un séjour d'échange dans une université partenaire et la réalisation d'un stage de 6 mois dans une entreprise en dehors de l'Union Européenne.
- La possibilité d'acquérir **deux diplômes de master** en combinant une année complète à la LSM (UCL) et une autre année complète dans une université partenaire. Plusieurs [DD \(double diplômes\)](#) ainsi qu'un [DDD \(Dedicated Double Degree\)](#) sont proposés en partenariat avec 7 universités européennes prestigieuses.

**CONTACT :**

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 B-1348 Louvain-la-Neuve  
[Website](#)

[Mme Estelle Tonon](#)

IB and DD Officer

[Mme Ambra Cardinali](#)

CEMS Programme Manager

[Mme Catherine Maréchal](#)

Head of International Affairs

## Possible trainings at the end of the programme

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- [Doctoral School in Management \(Louvain-la-Neuve\)](#)
- [Master 120 in Environmental Science and Management \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Mons\)](#)
- [Master in Law](#) (through the successful completion of the bachelor's and master's degrees in management, as well as the minor's access and additional courses in law)

## Contacts

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### Curriculum Management

Faculty

Structure entity

SSH/LSM

Denomination

Louvain School of Management ([LSM](#))

Sector

Human Sciences ([SSH](#))

Acronym

LSM

Postal address

Place des Doyens 1 - bte L2.01.01  
 1348 Louvain-la-Neuve

Web site

<http://www.uclouvain.be/lsm>

Mandate(s)

- Doyen : Per Joakim Agrell
- Directeur administratif de faculté : Isabelle De Keyzer

Commission(s) of programme

- Commission d'enseignement de la Louvain School of management ([CLSM](#))

Academic supervisor: [Paul Belleflamme](#)

Jury

- President of the jury: [Benoît Gailly](#)
- Secretary of the jury: [Paul Belleflamme](#)

Useful Contact(s)

- Studies Advisor: [Marie Lefevre](#)
- Admissions of international's degrees: [Estelle Tonon](#)
- Admissions of belgian's degrees: [Marie Lefevre](#)

