



The version you're consulting is not definitive. This programme still may change. The final version will be published on 1th June.

**At Mons - 60 credits - 1 year - Day schedule - In French**

Dissertation/Graduation Project : **YES** - Internship : **NO**

Activities in English: **YES** - Activities in other languages : **NO**

Activities on other sites : **NO**

Main study domain : **Sciences économiques et de gestion**

Organized by: **Louvain School of Management (LSM)**

Programme acronym: **GESM2M1** - Francophone Certification Framework: 7

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## GESM2M1 - Introduction

### Introduction

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#### Introduction

This one-year Master's programme includes most elements of the core management programme. It aims to teach the main management concepts to supplement your first degree obtained in another field.

#### Your profile

##### You

- have a university bachelor's degree in management or hold one of the non university bachelor's degrees listed in the access requirements of this programme;
- would like to further your education with a management course;
- would like to add value to your degree by developing an understanding of management issues faced by the organisations or companies where you will be working;
- have a Bachelor's degree in Economics and Management awarded in the French Community of Belgium.

#### Your future job

A position of responsibility in corporate leadership and management in which you can put into practice your ability to undertake initiatives, transform them into economic realities, organise and ensure the continuity of these activities, seek out the necessary resources and combine them in an appropriate manner.

Our management graduates make a career for themselves in many sectors, including industry (production and operations management), banking and insurance, auditing and large-scale retail, in private companies, public organisations, SMEs, multinationals and consultancy firms.

They hold positions of responsibility such as management controller, company auditor, investment adviser, financial analyst, HR development manager, project manager, IT consultant, sales manager, purchasing manager, logistics manager or environmental manager.

#### Your programme

The programme comprises four elements:

- a common core curriculum (30 credits) comprising courses on the key aspects of management;
- training in the principles and issues of corporate social responsibility, digital transformation and social changes affecting management phenomena;
- electives to further your knowledge of certain fields of management;
- an individual final project.

Note that, depending on your previous studies, some course units (= prerequisite courses) may be added to your Master's programme.

## GESM2M1 - Teaching profile

### Learning outcomes

The Master [60] in Management programme prepares graduates to take up the challenge **to become socially responsible professionals with a comprehensive overview of the various management functions.**

The programme develops the fundamental skills and expertise required for management functions in public and private, national and international, commercial and non-commercial organisations.

Students embarking on this programme will already have a non university Bachelor's degree in a subject other than management (see list on Access Requirements) or a Bachelor's degree in Management. This Master's programme will enable them to broaden or further their knowledge of management functions by adopting an academic approach, reflective thinking and a critical perspective.

On completion of this programme, graduates will be:

#### **Responsible:**

Able to implement socially responsible management practices in public or private organisations.

#### **A professional who:**

- has assimilated basic management theories and concepts and has the expertise to use them effectively in a future professional environment;
- is able to situate the complex and varied challenges faced by commercial and non-commercial organisations in the various fields of management;
- is able to place organisations in their socio-economic and institutional context to understand the interdependencies between organisation and environment and translate them into management decisions;
- will have developed basic competence in all the key management functions.

Aware of the responsibility inherent in their profession, graduates must be able to step up to the mark as a key player, demonstrating the ability to make decisions in organisational environments with a constant concern for **ethical values and socially responsible management**. A continuous development mindset will produce professionals with versatility, adaptability and the ability to progress in their profession.

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

#### **Preamble**

The exit profile of Master [60] in Management graduates is set out in the LSM competency framework with the following specifics:

- a background in management studies;
- priority skills:
  - a socially responsible mindset;
  - acquired knowledge;
  - ability to act as an interface by capitalising on their previous personal experience;
- the possibility of developing some of these skills in greater depth through their choice of options and dissertation.

#### **1. Corporate citizenship**

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

1.1 Demonstrate independent reasoning, look critically and consciously at acquired knowledge (both academic and common sense) and managerial practices, in light of emerging circumstances and their outcomes.

1.2 Decide and act by incorporating ethical and humanistic values, integrity, respect for the laws and conventions, solidarity and civic action, and sustainable development.

1.3 Decide and act responsibly, while taking into account the social, economic and environmental, sometimes antinomic, outcomes in the short, medium and long term, for the various stakeholders.

#### **2. Knowledge and Reasoning**

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

2.1 Master the core knowledge of each area of management.

2.2 Master highly specific knowledge in one or two areas of management: advanced and current research-based knowledge and methods.

2.3 Articulate the acquired knowledge from different areas of management.

2.4 Activate and apply the acquired knowledge accordingly to solve a problem.

2.5 Contribute to the development and advancement of the management field.

#### **3. A scientific and systematic approach**

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

3.1 Conduct a clear, structured, analytical reasoning by applying, and eventually adapting, scientifically based conceptual frameworks and models, to define and analyze a problem.

3.2 Collect, select and analyze relevant information using rigorous, advanced and appropriate methods.

3.3 Consider problems using a systemic and holistic approach: recognize the different aspects of the situation and their interactions in a dynamic process.

3.4 Perceptively synthesize the essential elements of a situation, demonstrating a certain conceptual distance, to diagnose and identify pertinent conclusions.

3.5 Produce, through analysis and diagnosis, implementable solutions in context and identify priorities for action.

**4. Innovation and Entrepreneurship**

Innovate, initiate and lead change.

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

**5. Work effectively in an international and multicultural environment**

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

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

**6. Teamwork and leadership**

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

- 6.1 Work in a team: join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.
- 6.2 Work in a team: join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.

**7. Project Management**

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

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

**8. Communication and Interpersonal Skills**

Communicate, converse effectively and convincingly with the stakeholders.

- 8.1 Express a clear and structured message, both orally and in writing in their mother tongue, in English and ideally, in a third language, adapted to the audience and using context specific communication standards.
- 8.2 Interact and discuss effectively and respectfully with diverse stakeholders (supervisors, peers, colleagues, clients... ) in face-to-face and group contexts, using both verbal and nonverbal communication skills: demonstrate the ability to listen, empathize, be assertive, provide and accept constructive criticism.
- 8.3 Persuade and negotiate: understand the needs and viewpoints of others, put forward their reasoning in an appropriate, relevant and persuasive manner, able to bring out points of agreement, even in antagonistic situations.

**9. Personal and professional development**

Display self-knowledge and independence, able to adapt quickly to new situations and involve positively.

- 9.1 Independent self-starter: set priorities, anticipate and plan work activities within time constraints, rigorous, structured and thorough, even in changing, uncertain environments or crisis.
- 9.2 Self-awareness and self-control: be aware of and manage their own emotions, able to be objective about their work and behaviour, and recognize their own strengths and weaknesses, accept them and use them in a professional manner.
- 9.3 Self-motivation: be capable of creating a project in line with their own values and aspirations, confident and motivated in managing the implementation of the project, and persevere in difficult situations.
- 9.4 Quick study, lifelong learner: quickly and independently assimilate new information and skills needed to evolve in their professional environment, learn from successes and errors in the spirit of lifelong learning.

## Programme structure

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The Master [60] in Management comprises the following four elements:

1. a common core curriculum comprising courses in the key aspects of management;
2. training in the principles and issues of corporate social responsibility, digital transformation and social changes affecting management phenomena;
3. electives to further your knowledge of certain fields of management;
4. an individual final project.

To access this Master, students must have a good command of certain subjects. If this is not the case, students must take supplementary classes chosen by the faculty to satisfy course prerequisites.

## GESM2M1 Programme

### Detailed programme by subject

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#### CORE COURSES

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- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

|             |   |   |  |
|-------------|---|---|--|
| ○ MGEST2106 | <a href="#">Final Paper</a>                                 |   | FR [q1+q2] [] [15 Credits] 🌐                         |
| ○ MLSMM2112 | <a href="#">Finance &amp; Governance</a>                    | Catherine D'Hondt                           | FR [q1] [30h] [5 Credits] 🌐                          |
| ○ MLSMM2113 | <a href="#">Strategic Marketing</a>                         | Caroline Ducarroz                           | EN [q1] [30h+15h] [5 Credits] 🌐<br>> French-friendly |
| ○ MLSMM2160 | <a href="#">Managerial Project &amp; Project Management</a> | Amélie Jacquemin                            | FR [q2] [75h+15h] [10 Credits] 🌐                     |
| ○ MANG2163  | <a href="#">Advanced English 1</a>                          | Jessica Degroote<br>(coord.)<br>Guy Monfort | EN [q1+q2] [0h+30h] [5 Credits] 🌐                    |
| ○ MLSMM2220 | <a href="#">Seminar on Current Managerial Issues</a>        |   | EN [q1+q2] [30h+0h] [5 Credits] 🌐                    |

## OPTIONS

- > [Option Transport & Logistics \(Mons\)](#) [ en-prog-2024-gesm2m1-lgest563o ]
- > [Option Entrepreneurship \(Mons\)](#) [ en-prog-2024-gesm2m1-lgest564o ]
- > [Option Marketing Communication \(Mons\)](#) [ en-prog-2024-gesm2m1-lgest568o ]
- > [Option Marketing Decision \(Mons\)](#) [ en-prog-2024-gesm2m1-mgesm205o ]
- > [Option Finance and Transition I \(Mons\)](#) [ en-prog-2024-gesm2m1-mingm203o ]
- > [Option People Management \(LLN\)](#) [ en-prog-2024-gesm2m1-lgesm558o ]
- > [Option Corporate Finance \(LLN\)](#) [ en-prog-2024-gesm2m1-lgesm560o ]
- > [Option Marketing Strategy for Connected Brands \(LLN\)](#) [ en-prog-2024-gesm2m1-lgesm561o ]
- > [Option Consumer Insights \(LLN\)](#) [ en-prog-2024-gesm2m1-lgesm562o ]
- > [Option Corporate Sustainable Management \(LLN\)](#) [ en-prog-2024-gesm2m1-lgesm589o ]

### OPTION TRANSPORT & LOGISTICS (MONS) [15.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- ⊕ Open to incoming exchange students
- ⊗ Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

*This option is not available to students who have followed the major Transportation Management and Supply Chain.*

#### o Content:

|             |  |  |                               |
|-------------|--|--|-------------------------------|
| ○ MLSMM2251 | <a href="#">Modelling of Transport Systems</a> | <a href="#">Bart Jourquin</a>          | (FR) [q1] [30h] [5 Credits] ⊕ |
| ○ MLSMM2252 | <a href="#">Supply Chain Management</a>        | <a href="#">Jean-Sébastien Tancrez</a> | (EN) [q1] [30h] [5 Credits] ⊕ |
| ○ MLSMM2253 | <a href="#">Transport &amp; Mobility</a>       | <a href="#">Bart Jourquin</a>          | (FR) [q1] [30h] [5 Credits] ⊕ |

### OPTION ENTREPRENEURSHIP (MONS) [15.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- ⊕ Open to incoming exchange students
- ⊗ Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

#### o Content:

|             |   |                                  |  |
|-------------|---|----------------------------------|--|
| ○ MLSMM2261 | <a href="#">Collective Entrepreneurship</a>       | <a href="#">Julie Hermans</a>    | (FR) [q1] [30h] [5 Credits] ⊕                      |
| ○ MLSMM2262 | <a href="#">Technological Entrepreneurship</a>    | <a href="#">Julie Hermans</a>    | (FR) [q1] [30h] [5 Credits] ⊕                      |
| ○ MLSMM2263 | <a href="#">Entrepreneurial Change Making</a> [M] | <a href="#">Amélie Jacquemin</a> | (EN) [q1] [30h] [5 Credits] ⊕<br>> French-friendly |

**OPTION MARKETING COMMUNICATION (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

**Content:**

|             |  |               |                               |
|-------------|--|---------------|-------------------------------|
| ○ MCOMU2202 | Marketing Communications                   | Karine Charry | [FR] [q1] [30h] [5 Credits] 🌐 |
| ○ MCOMU2203 | Processus de création publicitaire         |               | [FR] [q1] [30h] [5 Credits] 🌐 |
| ○ MCOMU2204 | Methodology of the marketing communication |               | [FR] [q1] [30h] [5 Credits] 🌐 |

**OPTION MARKETING DECISION (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*In partnership with BASF.*

*This option is not available to students who have followed the major Tactical & Digital Marketing Decisions.*

**Content:**

|             |                                     |                                       |   |
|-------------|-------------------------------------|---------------------------------------|---|
| ○ MLSMM2131 | Retailing & Distribution Management | Simon Hazée                           | [FR] [q1] [30h] [5 Credits] 🌐<br>> English-friendly |
| ○ MLSMM2132 | Price Management                    | Caroline Ducarroz<br>Nadia Sinigaglia | [FR] [q1] [30h] [5 Credits] 🌐                       |
| ○ MLSMM2133 | Product & Innovation                | Nadia Sinigaglia                      | [EN] [q1] [30h] [5 Credits] 🌐                       |

**OPTION FINANCE AND TRANSITION I (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*This option is not available to students who have followed the Major Finance and Transition (previously called Financial Management)*

**o Content:**

|             |                               |                                    |                           |
|-------------|-------------------------------|------------------------------------|---------------------------|
| ○ MLSMM2122 | Firm Valuation                | Mikael Petitjean<br>Xavier Suin    | EN [q1] [30h] [5 Credits] |
| ○ MLSMM2123 | Issues in Sustainable Finance | Isabelle Platten<br>Frédéric Vrins | FR [q1] [30h] [5 Credits] |
| ○ MLSMM2124 | Judgment and Decision Making  | Rudy De Winne                      | FR [q1] [30h] [5 Credits] |

**OPTION PEOPLE MANAGEMENT (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊙ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- Open to incoming exchange students
- Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

**o Content:**

|             |                                  |           |                           |
|-------------|----------------------------------|-----------|---------------------------|
| ○ LLSMS2071 | Diversity Management             |           | EN [q1] [30h] [5 Credits] |
| ○ LLSMF2007 | Change Management and Leadership | Alain Vas | EN [q1] [30h] [5 Credits] |
| ○ LLSMS2221 | Tutorat et approfondissement     |           | FR [q1] [] [5 Credits]    |

**OPTION CORPORATE FINANCE (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊙ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- Open to incoming exchange students
- Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

**o Content:**

|             |                              |                 |                           |
|-------------|------------------------------|-----------------|---------------------------|
| ○ LLSMS2014 | Entrepreneurial Finance      | James Thewissen | EN [q1] [30h] [5 Credits] |
| ○ LLSMS2108 | Current Issues in Finance    | James Thewissen | EN [q1] [30h] [5 Credits] |
| ○ LLSMS2221 | Tutorat et approfondissement |                 | FR [q1] [] [5 Credits]    |



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

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*This option is not available to students who have followed the major Marketing Strategy for Connected Brands.*

**Content:**

|             |                              |                    |                             |
|-------------|------------------------------|--------------------|-----------------------------|
| ○ LLSMS2000 | Marketing Research           | Gordy Pleyers      | EN [q1] [30h] [5 Credits] 🌐 |
| ○ LLSMS2008 | Digital Marketing            | Isabelle Schuiling | EN [q1] [30h] [5 Credits] 🌐 |
| ○ LLSMS2221 | Tutorat et approfondissement |                    | FR [q1] [] [5 Credits] 🌐    |

**OPTION CONSUMER INSIGHTS (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

**Content:**

|             |                              |                             |                             |
|-------------|------------------------------|-----------------------------|-----------------------------|
| ○ LLSMS2001 | Consumer Behavior            | Nicolas Kervyn de Meerendré | EN [q1] [30h] [5 Credits] 🌐 |
| ○ LLSMS2024 | Marketing Studies            | Gordy Pleyers               | EN [q1] [30h] [5 Credits] 🌐 |
| ○ LLSMS2221 | Tutorat et approfondissement |                             | FR [q1] [] [5 Credits] 🌐    |

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

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

**Content:**

|             |   |  |                             |
|-------------|---|--|-----------------------------|
| ○ LLSMS2280 | Business Ethics and Compliance Management |  | EN [q1] [30h] [5 Credits] 🌐 |
|-------------|---|--|-----------------------------|

|             |  |                |                             |
|-------------|--|----------------|-----------------------------|
| ○ LLSMS2282 | Finance and Responsible Investment Practices | Leonardo Iania | FR [q1] [30h] [5 Credits] 🌐 |
| ○ LLSMS2221 | Tutorat et approfondissement                 |                | FR [q1] [] [5 Credits] 🌐    |

## Supplementary classes

**To access this Master, students must have a good command of certain subjects. If this is not the case, students must take supplementary classes chosen by the faculty to satisfy course prerequisites.**

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊙ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

|             |  |  |                                   |
|-------------|--|--|-----------------------------------|
| ○ MECON1212 | Microeconomics   | Patrick Scarmure                               | FR [q1] [45h+20h] [5 Credits] 🌐   |
| ○ MGEST1219 | Finance  | Catherine D'Hondt<br>Isabelle Platten          | FR [q2] [45h+20h] [5 Credits] 🌐   |
| ○ MGEST1108 | Marketing<br><i>Les étudiant-es titulaires d'un diplôme de bachelier en marketing ou en commerce extérieur sont dispensé-es de cette unité d'enseignement.</i>               | Nadia Sinigaglia                               | FR [q2] [45h+20h] [5 Credits] 🌐   |
| ○ MGEST1222 | Production Management<br><i>Les étudiant-es titulaires d'un diplôme de bachelier en gestion des transports et logistique sont dispensé-es de cette unité d'enseignement.</i> |  | FR [q2] [30h+10h] [5 Credits] 🌐   |
| ○ MGEST1201 | Corporate Strategy   | Alain Vas                                      | FR [q1] [30h+10h] [5 Credits] 🌐   |
| ○ MGEST1323 | Human Management   | Laurent Taskin                                 | FR [q1] [30h+10h] [5 Credits] 🌐   |
| ○ MGEST1325 | Accounting and Management Control<br><i>Les étudiant-es titulaires d'un diplôme de bachelier en comptabilité sont dispensé-es de cette unité d'enseignement.</i>             | Annick Telle                                   | FR [q1] [45h+20h] [5 Credits] 🌐   |
| ○ MQANT1324 | Econometrics   | Mikael Petitjean                               | FR [q2] [45h+20h] [5 Credits] 🌐   |
| ○ MQANT1326 | Méthodes quantitatives de gestion<br><i>Les étudiant-es titulaires d'un diplôme de bachelier en informatique de gestion sont dispensé-es de cette unité d'enseignement.</i>  | Corentin Vande<br>Kerckhove                    | FR [q1] [45h+20h] [5 Credits] 🌐   |
| ○ MGEST1302 | Séminaire : Organisations et transformation digitale   |  | FR [q2] [15h+0h] [2 Credits] 🌐    |
| ○ MANG1339  | English 3  | Jessica Degroote<br>(coord.)<br>Quentin Zèques | EN [q1+q2] [0h+45h] [5 Credits] 🌐 |
| ○ MSHUM1303 | Organization and Social Change Seminar   |  | FR [q2] [15h+0h] [2 Credits] 🌐    |

### ○ Cours au choix (5 credits)

Une seconde langue étrangère à choisir parmi :

|             |           |   |                                   |
|-------------|-----------|---|-----------------------------------|
| ⊗ MNEER1341 | Dutch 3   | Erika Copriau (coord.)<br>Bruno Michiels          | NL [q1+q2] [0h+45h] [5 Credits] 🌐 |
| ⊗ MESPA1340 | Spanish 3 | Juan Francisco<br>Hernandez<br>Rodriguez (coord.) | ES [q1+q2] [0h+45h] [5 Credits] 🌐 |



## The programme's courses and learning outcomes

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For each UCLouvain training programme, a [reference framework of learning outcomes](#) specifies the the skills expected of every graduate on completion of the programme. Course unit descriptions specify targeted learning outcomes, as well as the unit's contribution to reference framework of learning outcomes.

## GESM2M1 - Information

### Access Requirements

Master course admission requirements are defined by the French Community of Belgium Decree of 7 November 2013 defining the higher education landscape and the academic organisation of courses.

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

Unless explicitly mentioned, the bachelor's, master's and licentiate degrees listed in this table or on this page are to be understood as those issued by an institution of the French, Flemish or German-speaking Community, or by the Royal Military Academy.

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

#### SUMMARY

- > [General access requirements](#)
- > [Specific access requirements](#)
- > [University Bachelors](#)
- > [Non university Bachelors](#)
- > [Holders of a 2nd cycle University degree](#)
- > [Holders of a non-University 2nd cycle degree](#)
- > [Access based on validation of professional experience](#)
- > [Access based on application](#)
- > [Admission and Enrolment Procedures for general registration](#)

### Specific access requirements

In addition to fulfilling the specific conditions described here below, candidates must provide proof of sufficient command of the **French language** (level B2 of the [Common European Framework of Reference](#)).

Given the organization of courses taught in **English** within the programme, a sufficient command of this language (level B1 of the [Common European Framework of Reference](#)) is strongly recommended.

#### DIRECT ACCESS OR APPLICATION-BASED ACCESS? PLEASE CHECK THE FOLLOWING TABLES

#### University Bachelors

| Diploma  | Special Requirements   | Access                                      | Remarks   |
|--|--|---|---|
| <b>UCLouvain Bachelors</b>   |  |   |   |
| <a href="#">Bachelor in Management</a> (Mons campus)<br><a href="#">Bachelor : Business Engineering</a> (Mons campus)<br><a href="#">Bachelor in Economics and Management</a> (Louvain-la-Neuve campus)<br><a href="#">Bachelor : Business Engineering</a> (Louvain-la-Neuve campus) |  | Direct access                               | Master 60 programme contains advanced lectures in management > <a href="#">Online enrolment</a> |
| Other UCLouvain bachelor degrees   |  | -   | No access   |
| <b>Others Bachelors of the French speaking Community of Belgium</b>  |  |   |   |
| Bachelor in Management<br>Bachelor in Economics and Management<br>Bachelor Business Engineering  |  | Direct access                               | Master 60 programme contains advanced lectures in management > <a href="#">Online enrolment</a> |
| Other Bachelor degrees   |  | -   | No access   |
| <b>Bachelors of the Dutch speaking Community of Belgium</b>  |  |   |   |
| Bachelor in de toegepaste economische wetenschappen<br>Bachelor in de toegepaste economische wetenschappen: handelsingenieur   |  | Direct access                               | Master 60 programme contains advanced lectures in management > <a href="#">Online enrolment</a> |
| <b>Foreign Bachelors</b>   |  |   |   |
| Non-Belgian degrees in economics and management  | Meet the <a href="#">conditions générales et spécifiques d'accès</a> . | <a href="#">Access based on application</a> | If the conditions spécifiques et générales are met, application-                                |

(or equivalent) issued by a recognized academic institution.

based enrolment is possible with a maximum of 60 crédits supplementary classes > [Online enrolment](#)

## 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, do not have access to the Master 60 in Management.

However, they can, after analysis of the file by the jury, have access to the [Master 120 in Management](#) or access, under certain conditions, to the Master 120 in Business Engineering (for holders of a bachelor in commercial engineering only).

Holders of one of the **short non-university bachelor's degrees** listed below have access to the Master 60 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 - crédits supplémentaires entre 45 et 60                               | Les enseignements supplémentaires éventuels peuvent être consultés dans <a href="#">le module complémentaire</a> . | Type court |
| BA - conseiller(ère) en développement durable - crédits supplémentaires entre 45 et 60                |  |            |
| BA en assurances - crédits supplémentaires entre 45 et 60   |  |            |
| BA en assurances et gestion du risque - crédits supplémentaires entre 45 et 60                        |  |            |
| BA en commerce et développement - crédits supplémentaires entre 45 et 60                              |  |            |
| BA en commerce extérieur - crédits supplémentaires entre 45 et 60                                     |  |            |
| BA en comptabilité - crédits supplémentaires entre 45 et 60   |  |            |
| BA en coopération internationale - crédits supplémentaires entre 45 et 60                             |  |            |
| BA en e-business - crédits supplémentaires entre 45 et 60   |  |            |
| BA en gestion des transports et logistique d'entreprise - crédits supplémentaires entre 45 et 60      |  |            |
| BA en gestion hôtelière, orientation arts culinaires - crédits supplémentaires entre 45 et 60         |  |            |
| BA en gestion hôtelière, orientation management - crédits supplémentaires entre 45 et 60              |  |            |
| BA en gestion hôtelière - crédits supplémentaires entre 45 et 60                                      |  |            |
| BA en immobilier - crédits supplémentaires entre 45 et 60   |  |            |
| BA en informatique de gestion - crédits supplémentaires entre 45 et 60                                |  |            |
| BA en informatique, orientation développement d'applications - crédits supplémentaires entre 45 et 60 |  |            |
| BA en international business - crédits supplémentaires entre 45 et 60                                 |  |            |
| BA en management de la logistique - crédits supplémentaires entre 45 et 60                            |  |            |
| BA en management du tourisme et des loisirs - crédits supplémentaires entre 45 et 60                  |  |            |
| BA en marketing - crédits supplémentaires entre 45 et 60  |  |            |
| BA en relations publiques - crédits supplémentaires entre 45 et 60                                    |  |            |
| BA en sales account manager - crédits supplémentaires entre 45 et 60                                  |  |            |
| BA en sciences administratives et gestion publique - crédits supplémentaires entre 45 et 60           |  |            |
| BA en vente - crédits supplémentaires entre 45 et 60  |  |            |

## Holders of a 2nd cycle University degree

| Diploma   | Special Requirements | Access | Remarks |
|---|----------------------|--------|---------|
| "Licenciés"   |                      |        |         |
|   |                      | -      |         |
| University 2nd cycle degrees do not allow access to this programme. |                      | -      |         |

**Masters**

University 2nd cycle degrees do not allow access to this programme.

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

Non-University 2nd cycle degrees do not allow access to this programme.

 **Access based on validation of professional experience**

> It is possible, under certain conditions, to use one's personal and professional experience to enter a university course without having the required qualifications. However, validation of prior experience does not automatically apply to all courses. Find out more about [Validation of priori experience](#).

 **Access based on application**

Access based on application : access may be granted either directly or on the condition of completing additional courses of a maximum of 60 ECTS credits, or refused.

 **Admission and Enrolment Procedures for general registration**

## Teaching method

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This programme offers general training in the various fields of management without seeking to go into any of them in depth. It is therefore an introduction to management.

The main aim is to immerse students in these different fields to give them an overall understanding of the business world and develop their managerial mindset and decision-making capabilities. Therefore, in addition to theory courses to provide a framework for learning, there are case studies and problem-solving sessions. With the same goal in mind, there is frequent use of group work.

The programme attracts students of many nationalities and with very varied educational backgrounds. Through the exchange of very different points of view between students, lecturers, assistants and outside speakers, they gain a broader perspective of management and economics.

For students who have a gap in their economics or maths/statistics education, extra courses will be added to their programme to provide them with the prerequisites they need to gain a good understanding of management.

The theory courses are accompanied by exercise sessions, supervised individual or group assignments, business simulation games, etc. to help students grasp and digest the concepts taught, even those students whose first degree is in a subject with little connection to management. This support for students through numerous exercises is in line with the teaching reform that has taken place at LSM in recent years. It has been well received by the students and was also recently highlighted by the external auditors undertaking the EQUIS accreditation procedure.

## 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".*

Several assessment methods are used in this programme, with a particular focus on what are known as "active" teaching methods, which encourage students to take an active role in the learning process:

- **continuous assessment** of each student's output/acquired knowledge, individually or in groups: presentations, moderation of debates, written reports;
- **ad hoc assessment** of acquired knowledge via written and oral exams after the six-week course block or during the examination sessions.

To find out more about assessment, click on the title of the course to see the course description.

## Mobility and/or Internationalisation outlook

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The Master [60] in Management programme has no mobility element.

## Possible trainings at the end of the programme

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Students may apply for and, if successful, access the [Master \[120\] in Management](#).

## Contacts

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### Curriculum Management

Faculty

Structure entity

Denomination

Sector

Acronym

Postal address

Website

Mandate(s)

SSH/LSM

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

Human Sciences ([SSH](#))

LSM

Place des Doyens 1 - bte L2.01.01

1348 Louvain-la-Neuve

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

- Dean : Matthieu de Nanteuil
- Administrative director : Helena Torres



Commission(s) of programme

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

Academic supervisor: [Anne-Catherine Provost](#)

Other academic Supervisor(s)

- [Ingrid Poncin](#)

Jury

- President of the jury: [Patrick Scarmure](#)
- Jury secretary: [Caroline Ducarroz](#)

Useful Contact(s)

- Information for future students (Nicolas Hurtado de Jesus - tel. +32 (0)65 323 327): [info-mons@uclouvain.be](mailto:info-mons@uclouvain.be)
- Studies management officer: [Magaly Duquesne](#)
- Vice-Dean LSM Mons: [Ingrid Poncin](#)
- Exclusive address for waiver request for NON-FUNDABILITY: [safi@uclouvain.be](mailto:safi@uclouvain.be)

