Master in Management Science  
Focus Professional

Please find follow this link for more information on opportunities here below other possible options within this programme (international exchange programme, QTEM, credited internship).

### Bloc 1 | M-GESTM | MA-GEST

#### Cours obligatoires

<table>
<thead>
<tr>
<th>Module Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits (lecture: tutorial classes:)</th>
<th>Term</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>DROI-S400</td>
<td>Law for managers</td>
<td>Paul HERMANT (Coordinator)</td>
<td>5 [24h]</td>
<td>2</td>
<td>English</td>
</tr>
<tr>
<td>ECON-S462</td>
<td>Managerial Economics</td>
<td>Glenn MAGERMAN (Coordinator) and Valerio Serse</td>
<td>5 [24h, 12h]</td>
<td>2</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S4001</td>
<td>Research Methods in Management</td>
<td>Pinar CELIK (Coordinator)</td>
<td>5 [24h, 12h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S409</td>
<td>Advanced accounting</td>
<td>Pierre-Hugues BONNEFOY CUDRAZ and Jean-Paul LOOZEN</td>
<td>5 [36h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S410</td>
<td>Advanced corporate finance</td>
<td>Kim OOSTERLINCK and Benjamin LORENT</td>
<td>5 [36h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S448</td>
<td>Organizational behaviour and leadership</td>
<td>Claudia TOMA (Coordinator)</td>
<td>5 [36h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S468</td>
<td>Strategy and strategic analysis</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5 [36h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S489</td>
<td>Advanced Marketing</td>
<td>Sandra ROTHENBERGER (Coordinator)</td>
<td>5 [36h]</td>
<td>1</td>
<td>English</td>
</tr>
<tr>
<td>STAT-S406</td>
<td>Data management and business analytics</td>
<td>Martine GEORGE (Coordinator)</td>
<td>5 [36h]</td>
<td>2</td>
<td>English</td>
</tr>
</tbody>
</table>

An alternative chosen from the three following

#### Specialization - Module cross-border entrepreneurship and innovation

**2 mandatory courses**

<table>
<thead>
<tr>
<th>Module Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits (lecture: tutorial classes:)</th>
<th>Term</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S421</td>
<td>entrepreneurial ecosystems</td>
<td>Judith BEHRENS (Coordinator)</td>
<td>5 [24h, 12h]</td>
<td>2</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S449</td>
<td>Social innovation</td>
<td>Marek HUDON (Coordinator)</td>
<td>5 [24h]</td>
<td>2</td>
<td>English</td>
</tr>
</tbody>
</table>

**1 elective courses**

<table>
<thead>
<tr>
<th>Module Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits (lecture: tutorial classes:)</th>
<th>Term</th>
<th>Language</th>
</tr>
</thead>
</table>

One course chosen from the following
Specialization - Module Managing global businesses

2 mandatory courses

Two courses chosen from the following

GEST-S441  Global marketing | Virginie BRUNEAU (Coordinator)
              5 credits [lecture: 24h]  second term  English

GEST-S472  International supply chains | Evelyne VANPOUCKE (Coordinator)
              5 credits [lecture: 24h]  second term  English

1 elective course

One course chosen from the following

GEST-S440  Applied marketing analytics | Philippe MAUCHARD (Coordinator) and Sandra ROTHENBERGER
              5 credits [lecture: 48h]  second term  English

GEST-S471  Management and sustainable development: constraints and opportunities | Eric MONAMI (Coordinator)
              5 credits [lecture: 24h]  second term  English

GEST-S483  Digital and IT Governance | Georges ATAYA (Coordinator)
              5 credits [lecture: 24h]  second term  English

GEST-S491  Omnichannel & customer relationship strategies | Virginie BRUNEAU (Coordinator)
              5 credits [lecture: 24h]  second term  English

GEST-S494  Managing errors in organisations (Chaire InBev Baillet Latour) | Paul VERDIN (Coordinator)
              5 credits [lecture: 48h]  second term  English

GEST-S508  Integrated communication - Communication intégrée: concepts et travaux pratiques | Philippe BILTIAU (Coordinator) and HUGUES REY
              5 credits [lecture: 24h]  second term  English

GEST-S557  Regulation and Antitrust economics for businesses | Luis CORREIA DA SILVA (Coordinator)
              5 credits [lecture: 24h]  second term  English

Specialization - Module Managing people and organizations

2 mandatory courses

Two courses chosen from the following
1 elective course

One course chosen from the following

GEST-S476  Managing organizational innovation and change | Jean MATTIJS (Coordinator)
5 credits [lecture: 24h]  second term  English

GEST-S507  Stakeholder management and governance | Vincent MABILLARD (Coordinator)
5 credits [lecture: 24h]  second term  English
Master in Management Science
Focus Professional

Bloc 2 | M-GESTM | MA-GEST

Cours obligatoires

MEMO-S505  Master-Thesis/Mémoire
20 credits [mfe/tfe: 360h] first and second terms English/French

Internship or Exchange programme

Chose one among the following possibilities

Contacts:
HULB-S500: Coordinatrice: Tamara Schuller
STAG-S500: Coordinatrice: Pascaline Flon

HULB-0000  Cours externe à l'Université
25 credits academic year English/

STAG-S5505  Internship in global context | Martine GEORGE (Coordinator), Laurent BOUTY and Guido BUSSENIERS
25 credits [work placement: 600h] first term French

Leadership skills

Core leadership skill

One course chosen from the following

GEST-S551  Project management | FREDERIC HOFFMANN (Coordinator)
5 credits [seminars: 24h] first term English

GEST-S564  Project management | FREDERIC HOFFMANN (Coordinator)
5 credits [seminars: 24h] second term English

1 elective leadership skill

Attention: les cours de Français langue étrangère (LANG-B906/B907/B908/B909) sont accessible uniquement sur dossier et suite à la réalisation d'un test.

One course chosen from the following

GEST-S4002  Business Communication | Pinar CELIK (Coordinator)
5 credits [lecture: 12h, tutorial classes: 12h] second term English
50 étudiants maximum pour ce cours.

GEST-S495  Coaching skills | Timothy DENCH (Coordinator)
5 credits [lecture: 24h] second term English
### Negotiation Skills | Claudia TOMA (Coordinator)
- 5 credits [lecture: 24h, seminars: 12h]  
  - first term  
  - English

50 étudiants maximum pour ce cours.

### Français langue étrangère - Niveau moyen 1 | Nathalie DELCHAMBRE (Coordinator)
- 5 credits [lecture: 60h]  
  - first and second terms  
  - French

### Français langue étrangère - Niveau moyen 2 | Dan VAN RAEMDONCK (Coordinator) and MURIELLE UYTERELST
- 5 credits [lecture: 60h]  
  - first and second terms  
  - French

### Français langue étrangère Niveau avancé 1 | Nathalie DELCHAMBRE (Coordinator)
- 5 credits [lecture: 60h]  
  - first and second terms  
  - French

### Français langue étrangère Niveau avancé 2 | Dan VAN RAEMDONCK (Coordinator) and MURIELLE UYTERELST
- 5 credits [lecture: 60h]  
  - first and second terms  
  - French

### Allemand IV | Dorothea GASSENMEYER (Coordinator)
- 5 credits [lecture: 24h]  
  - academic year  
  - German

### Néerlandais III | Jessica VAN GINNEKEN (Coordinator) and Sofie VAN GEIJN
- 5 credits [language practice: 24h]  
  - first and second terms  
  - Dutch

### Langue japonaise | Shizuka WATANABE
- 5 credits [language practice: 36h]  
  - first and second terms  
  - Japanese

### Arabe dialectal | Xavier LUFFIN (Coordinator) and Lara Khaled
- 5 credits [language practice: 24h]  
  - second term  
  - Arabic

---

### Practical experience

For those who are not doing an exchange program: select a field project (allocation based on a selection process)

#### Select a field project

(Allocation based on a selection process)

#### One course chosen from the following

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S523</td>
<td>Field project: Marketing</td>
<td>Marianne CLAES (Coordinator)</td>
</tr>
<tr>
<td>GEST-S530</td>
<td>Field project: IT governance</td>
<td>Georges ATAYA (Coordinator)</td>
</tr>
<tr>
<td>GEST-S546</td>
<td>Field project: HRM</td>
<td></td>
</tr>
<tr>
<td>GEST-S550</td>
<td>Field project</td>
<td>Jean MATTIJS (Coordinator), Georges ATAYA, Jorn Mannaerts, Jean-Jacques VIALA, MICHEL VLASSELAER and Olivier WITMEUR</td>
</tr>
<tr>
<td>GEST-S552</td>
<td>Field project: Public management</td>
<td>Jean MATTIJS (Coordinator) and Jean-Jacques VIALA</td>
</tr>
<tr>
<td>GEST-S553</td>
<td>Field project: NGO and sustainable development</td>
<td>Christine DROOGMANS (Coordinator)</td>
</tr>
<tr>
<td>GEST-S554</td>
<td>Field project: International strategy</td>
<td>MICHEL VLASSELAER (Coordinator) and Jorn Mannaerts</td>
</tr>
<tr>
<td>GEST-S555</td>
<td>Field project: management, strategy and entrepreneurship</td>
<td>Josephus VAN DER LINDEN (Coordinator) and Jean-Jacques VIALA</td>
</tr>
</tbody>
</table>
Optional Courses

For those doing an internship or an exchange: select a course (5 ECTS) within the elective of all specialization track (Q2) (see below), a field project (Q1 and Q2 if there is a free spot) or another course among the university (necessity of the agreement of the director).

Elective course from Bloc 1

One course chosen from the following

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Hours</th>
<th>Term</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S424</td>
<td>Entrepreneurial finance</td>
<td>Olivier WITMEUR (Coordinator)</td>
<td>5</td>
<td>36h+12h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S440</td>
<td>Applied marketing analytics</td>
<td>Philippe MAUCHARD (Coordinator) and Sandra ROTHENBERGER</td>
<td>5</td>
<td>48h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S471</td>
<td>Management and sustainable development: constraints and opportunities</td>
<td>Eric MONAMI (Coordinator)</td>
<td>5</td>
<td>36h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S476</td>
<td>Managing organizational innovation and change</td>
<td>Jean MATTIJS (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S483</td>
<td>Digital and IT Governance</td>
<td>Georges ATAYA (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S484</td>
<td>Innovation strategy</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S491</td>
<td>Omnichannel &amp; customer relationship strategies</td>
<td>Virginie BRUNEAU (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S494</td>
<td>Managing errors in organisations (Chaire InBev Baillet Latour)</td>
<td>Paul VERDIN (Coordinator)</td>
<td>5</td>
<td>48h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S507</td>
<td>Stakeholder management and governance</td>
<td>Vincent MABILLARD (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S508</td>
<td>Integrated communication - Communication intégrée : concepts et travaux pratiques</td>
<td>Philippe BILTHA (Coordinator) and HUGUES REY</td>
<td>5</td>
<td>24h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S556</td>
<td>Field project: start up / scale up businesses</td>
<td>Olivier WITMEUR (Coordinator)</td>
<td>5</td>
<td>12h+12h</td>
<td>second term</td>
<td>English</td>
</tr>
<tr>
<td>TEMP-0000</td>
<td>Cours extérieurs au programme</td>
<td></td>
<td>5</td>
<td></td>
<td>academic year</td>
<td>French</td>
</tr>
</tbody>
</table>

QTEM student specific course

GEST-S510 - Global Business analytics Challenge - 5 crédits