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>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Tutorial Hours</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</td>
<td>24</td>
<td></td>
<td>second</td>
<td>English</td>
</tr>
<tr>
<td>ECON-S462</td>
<td>Managerial Economics</td>
<td>Glenn MAGERMAN (Coordinator) and Valerio Serse</td>
<td>5</td>
<td>24</td>
<td>12</td>
<td>second</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S4001</td>
<td>Research Methods in Management</td>
<td>Pinar CELIK (Coordinator)</td>
<td>5</td>
<td>24</td>
<td>12</td>
<td>first</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S409</td>
<td>Advanced accounting</td>
<td>Pierre-Hugues BONNEFOY CUDRAZ (Coordinator) and Jean-Paul LOOZEN</td>
<td>5</td>
<td>36</td>
<td>24</td>
<td>first</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S410</td>
<td>Advanced corporate finance</td>
<td>Kim OOSTERLINCK (Coordinator) and Benjamin LORENT</td>
<td>5</td>
<td>36</td>
<td></td>
<td>first</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S448</td>
<td>Organizational behaviour and leadership</td>
<td>Claudia TOMA (Coordinator)</td>
<td>5</td>
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<td>12</td>
<td>second</td>
<td>English</td>
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<tr>
<td>GEST-S468</td>
<td>Strategy and strategic analysis</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5</td>
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<td>English</td>
</tr>
<tr>
<td>GEST-S489</td>
<td>Advanced Marketing</td>
<td>Sandra ROTHENBERGER (Coordinator)</td>
<td>5</td>
<td>36</td>
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<td>English</td>
</tr>
<tr>
<td>STAT-S406</td>
<td>Data management and business analytics</td>
<td>Martine GEORGE (Coordinator)</td>
<td>5</td>
<td>36</td>
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<td>English</td>
</tr>
</tbody>
</table>

An alternative chosen from the three following

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

2 mandatory courses

**Two courses chosen from the following**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Specialization</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Tutorial Hours</th>
<th>Term</th>
<th>Language</th>
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</thead>
<tbody>
<tr>
<td>GEST-S421</td>
<td>entrepreneurial ecosystems</td>
<td>Judith BEHRENS (Coordinator)</td>
<td>5</td>
<td>24</td>
<td>24</td>
<td>second</td>
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<tr>
<td>GEST-S449</td>
<td>Social innovation</td>
<td>Marek HUDON (Coordinator)</td>
<td>5</td>
<td>24</td>
<td></td>
<td>second</td>
<td>English</td>
</tr>
</tbody>
</table>

1 elective courses

**One course chosen from the following**
Entrepreneurial finance | Olivier WITMEUR (Coordinator)

- 5 credits [lecture: 36h, tutorial classes: 12h] |  second term | English

Innovation strategy | Manuel HENSMANS (Coordinator)

- 5 credits [lecture: 36h] |  second term | English

Business Planning | Judith BEHRENS (Coordinator)

- 5 credits [lecture: 12h, seminars: 12h] |  second term | English

Specialization - Module Managing global businesses

2 mandatory courses

Two courses chosen from the following

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

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

1 elective course

One course chosen from the following

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

- Management and sustainable development: constraints and opportunities | Eric MONAMI (Coordinator)
  - 5 credits [lecture: 36h] |  second term | English

- Digital and IT Governance | Georges ATAYA (Coordinator)
  - 5 credits [lecture: 36h] |  second term | English

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

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

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

- 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

-or-

-or-

-or-
1 elective course

One course chosen from the following

GEST-S517 (Option)  Managing diversity and multiculturality | Claudia TOMA (Coordinator)
5 credits [lecture: 24h]  second term  English

GEST-S547 (Option)  International HR | Daniel MISEUR (Coordinator)
5 credits [lecture: 24h]  second term  English

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

GEST-S507 (Option)  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

One course chosen from the following

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

STAG-S505  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 BUFIN (Coordinator) and Lara Khaleed
- 5 credits [language practice: 24h] ❍ second term ❍ Arabic

### An alternative chosen from the two following

#### 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>Code</th>
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</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**

- **Entrepreneurial finance** | Olivier WITMEUR (Coordinator)
  - 5 credits [lecture: 36h, tutorial classes: 12h]
  - second term
  - English

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

- **Management and sustainable development: constraints and opportunities** | Eric MONAMI (Coordinator)
  - 5 credits [lecture: 36h]
  - second term
  - English

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

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

- **Innovation strategy** | Manuel HENSMANS (Coordinator)
  - 5 credits [lecture: 36h]
  - second term
  - English

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

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

- **Stakeholder management and governance** | Vincent MABILLARD (Coordinator)
  - 5 credits [lecture: 24h]
  - second term
  - English

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

- **Business Planning** | Judith BEHRENS (Coordinator)
  - 5 credits [lecture: 12h, seminars: 12h]
  - second term
  - English

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

- **Cours extérieurs au programme**
  - 5 credits
  - academic year
  - French

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**QTEM student specific course**

- **GEST-S510 - Global Business analytics Challenge** - 5 crédits