Master in Business engineering
Focus Professional

The programme integrates key differentiating courses reinforcing the links between the two disciplines of business development and engineering, to shape the business engineers of tomorrow.

The programme consists in:

**Bloc 1 | M-INGEF | MA-INGE**

### Mandatory Courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S403</td>
<td>Advanced Marketing (Chaire InBev-Baillet Latour)</td>
<td>Sandra ROTHENBERGER</td>
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<tr>
<td>GEST-S406</td>
<td>Strategy</td>
<td>François FAELLI and Giorgio Zanarone</td>
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<tr>
<td>GEST-S407</td>
<td>Operations management</td>
<td>Evelyne VANPOUCKE</td>
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<tr>
<td>GEST-S408</td>
<td>Corporate valuation and financing</td>
<td>Hugues PIROTTE</td>
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<tr>
<td>GEST-S409</td>
<td>Advanced accounting</td>
<td>Pierre-Hugues BONNEFOY CUDRAZ and Jean-Paul LOOZEN</td>
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<tr>
<td>GEST-S414</td>
<td>Banking and asset management</td>
<td>Mathias SCHMIT and Griselda DEELSTRA</td>
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</tr>
<tr>
<td>GEST-S482</td>
<td>The digital firm</td>
<td>Nicolas VAN ZEEBROECK</td>
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<tr>
<td>GEST-S566</td>
<td>Advanced entrepreneurship</td>
<td>Olivier WITMEUR, Benjamin BEECKMANS and Bruno WATTENBERGH</td>
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</tbody>
</table>

### Competences

Take 20 credits by choosing freely 2 pairs of courses, among the following competences*

*When a proposed pair contains 3 courses, please choose only 2

**A total of 20 credits chosen from the following**

**FAC - Module 1**

Choose 2 out of 3

<table>
<thead>
<tr>
<th>Course Code</th>
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<tbody>
<tr>
<td>GEST-S400</td>
<td>Market and Corporate Accounting</td>
<td>BRUNO COLMANT</td>
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<tr>
<td>GEST-S446</td>
<td>Comptabilité des coûts</td>
<td>OLIVIER CHRISTOPHE and Katty IMBERECHTS</td>
</tr>
</tbody>
</table>

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FAC - Module 2

Two courses chosen from the following

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
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</thead>
<tbody>
<tr>
<td>GEST-S486</td>
<td>Topics in corporate risk management, control and governance</td>
<td>Christophe QUIEVREUX</td>
<td>5</td>
<td>24</td>
<td>English</td>
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<tr>
<td>GEST-S499</td>
<td>Real Estate finance and development</td>
<td>Gaëtan PIRET</td>
<td>5</td>
<td>36</td>
<td>English</td>
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<tr>
<td>GEST-S501</td>
<td>Audit</td>
<td>Romuald BILEM</td>
<td>5</td>
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<td>French</td>
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FAC - Module 3

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S428</td>
<td>Corporate governance and Stewardship (Chaire Léo Goldschmidt)</td>
<td>Marco BECHT</td>
<td>5</td>
<td>24</td>
<td>English</td>
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<tr>
<td>GEST-S506</td>
<td>Capital markets &amp; investment banking</td>
<td>CHRISTIAN DE HAIJ</td>
<td>5</td>
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<td>English</td>
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FAC - Module 4

Two courses chosen from the following

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S497</td>
<td>Modélisation mathématique en finance</td>
<td>Ariane SZAFARZ and Carolina Laureti</td>
<td>5</td>
<td>24</td>
<td>French</td>
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<tr>
<td>GEST-S503</td>
<td>Financial econometrics</td>
<td>Ollivier SCAILLET</td>
<td>5</td>
<td>24, tutorial classes: 12h</td>
<td>English</td>
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<tr>
<td>GEST-S531</td>
<td>Financial history</td>
<td>Kim OOSTERLINCK</td>
<td>5</td>
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<td>English</td>
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FAC - Module 5

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S569</td>
<td>Derivatives, Financial risk management &amp; Governance</td>
<td>Hugues PIROTTE and Frédéric VAN DER SCHUEREN</td>
<td>10</td>
<td>54, tutorial classes: 24h</td>
<td>English</td>
</tr>
</tbody>
</table>

ESG - Module 1

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S484</td>
<td>Innovation strategy</td>
<td>Manuel HENSMANS</td>
<td>5</td>
<td>36</td>
<td>English</td>
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<tr>
<td>GEST-S516</td>
<td>Seminar of emerging technologies</td>
<td>Marc BECQUET</td>
<td>5</td>
<td>24</td>
<td>English</td>
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ESG - Module 2

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Language</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S493</td>
<td>The CEO Perspective</td>
<td>Pierre GURDJIAN</td>
<td>5</td>
<td>24</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S494</td>
<td>Managing errors in organisations (Chaire InBev Baillet Latour)</td>
<td>Paul VERDIN</td>
<td>5</td>
<td>48</td>
<td>English</td>
</tr>
</tbody>
</table>
### Negotiation Skills | Claudia TOMA (Coordinator)
- 5 credits [lecture: 24h, seminars: 12h]
- First term
- English

50 étudiants maximum pour ce cours.

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

### Research Seminar in Business History (Chaire Kurgan-van Hentenryk) | Julien del Marmol (Coordinator) and Kenneth BERTRAMS
- 5 credits [lecture: 24h]
- Second term
- English

### Advanced Analytics in the era of Big Data | Pierre DEVILLE (Coordinator)
- 5 credits [lecture: 24h]
- Second term
- French

### Business intelligence and data science | Thierry VAN DE MERCKT (Coordinator)
- 5 credits [lecture: 36h, tutorial classes: 12h]
- Second term
- English

Choose 2 out of 3

**TOM - Module 1**

### IP Management and Technology Transfer (Chaire Solvay) | Bruno VAN POTTELSBERGHE (Coordinator)
- 5 credits [lecture: 24h, tutorial classes: 12h]
- Second term
- English

### Project management | FREDERIC HOFFMANN (Coordinator)
- 5 credits [lecture: 24h]
- Second term
- English/French

### Design methodology | Alain DELCHAMBRE (Coordinator)
- 5 credits [lecture: 24h, tutorial classes: 24h, personal assignments: 12h]
- First term
- English

Choose 2 out of 3

**TOM - Module 2**

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

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

### Value-based pricing | Sandra ROTHENBERGER (Coordinator)
- 5 credits [lecture: 24h]
- Second term
- English

### Omnichannel & customer relationship strategies | Virginie BRUNEAU (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
Master in Business engineering
Focus Professional

Bloc 2 | M-INGEF | MA-INGE

Mandatory courses

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

International Internship or Exchange programme

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

One course chosen from the following

HULB-S500  Exchange programme
25 credits  first and second terms  English

STAG-S500  Internship in a Global Context
25 credits [work placement: 600h]  first term  English/French

Courses depending on the timing of your Exchange/Internship

One course chosen from the following

GEST-S4005  Organisational behaviour, leadership and ethics | Michel VERSTRAETEN (Coordinator) and Marek HUDON
5 credits [lecture: 24h]  first term  French

GEST-S488  Organisational behaviour, leadership and ethics | Michel VERSTRAETEN (Coordinator) and Laurence BOOGAERTS
5 credits [lecture: 24h, tutorial classes: 24h]  second term  French

Seminar and Field project

Seminar

You will be assigned to one of the following seminars

One course chosen from the following

GEST-S500  Seminar of Business Strategy | STEFAN DAB (Coordinator)
5 credits [seminars: 12h]  first term  English

GEST-S524  Seminar of Business Strategy | Jacques BUGHIN (Coordinator)
5 credits [seminars: 12h]  first term  English

GEST-S525  Seminar of Business Strategy
5 credits [seminars: 12h]  second term  English

GEST-S548  Seminar of Business Strategy | Olivier HAMOIR (Coordinator)
5 credits [seminars: 12h]  second term  English
Gestion des Affaires (GEST) - Université Libre de Bruxelles

Seminar of Business Strategy
- 5 credits [seminars: 12h]  
- first term  
- English

Field Project

One course chosen from the following

- GEST-S522: Field project: Finance | STEFAN DAB (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S523: Field project: Marketing | Marianne CLAES (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S527: Field project: Organisation | Denis HERBAUX (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S528: Field project: Healthcare | Philippe VAN WILDER (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S529: Field project: Human Resources | Lucy VAN HOVE (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S530: Field project: IT governance | Georges ATAYA (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S538: Field project | Hugues PIROTTE (Coordinator), Bernard DE CANNIERE and Alassane Ballé NDIAYE  
  - 5 credits [seminars: 12h]  
  - first and second terms

- GEST-S562: Field project: Finance | BRUNO COLMANT (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

- GEST-S563: Field project: Non profit | Nicolas JANSSEN (Coordinator)  
  - 5 credits [seminars: 12h]  
  - academic year  
  - English

QTEM student specific course

GEST-S510 - Global Business analytics Challenge - 5 crédits