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

Core courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture</th>
<th>Tutorial</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>24h</td>
<td></td>
<td>2nd</td>
<td>Eng</td>
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<tr>
<td>ECON-S462</td>
<td>Managerial Economics</td>
<td>Glenn MAGERMAN (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>12h</td>
<td>2nd</td>
<td>Eng</td>
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<tr>
<td>GEST-S4001</td>
<td>Research Methods in Management</td>
<td>Pinar CELIK (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>12h</td>
<td>1st</td>
<td>Eng</td>
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<tr>
<td>GEST-S409</td>
<td>Advanced accounting</td>
<td>Pierre-Hugues BONNEFOY CUDRAZ and Jean-Paul LOOZEN</td>
<td>5</td>
<td>36h</td>
<td>24h</td>
<td>1st</td>
<td>Eng</td>
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<tr>
<td>GEST-S410</td>
<td>Advanced corporate finance</td>
<td>Kim OOSTERLINCK and Benjamin LORENT</td>
<td>5</td>
<td>36h</td>
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<td>1st</td>
<td>Eng</td>
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<tr>
<td>GEST-S448</td>
<td>Organizational behaviour and leadership</td>
<td>Claudia TOMA (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>12h</td>
<td>1st</td>
<td>Eng</td>
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<tr>
<td>GEST-S488</td>
<td>Strategy and strategic analysis</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5</td>
<td>36h</td>
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<td>Eng</td>
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<tr>
<td>GEST-S489</td>
<td>Advanced Marketing</td>
<td>Sandra ROTHENBERGER (Coordinator)</td>
<td>5</td>
<td>36h</td>
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<td>1st</td>
<td>Eng</td>
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<tr>
<td>STAT-S406</td>
<td>Data management and business analytics</td>
<td>Martine GEORGE (Coordinator)</td>
<td>5</td>
<td>36h</td>
<td>24h</td>
<td>2nd</td>
<td>Eng</td>
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</table>

An alternative chosen from the three following

Specialization - Module cross-border entrepreneurship and innovation

2 mandatory courses

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture</th>
<th>Tutorial</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>24h</td>
<td>12h</td>
<td>2nd</td>
<td>Eng</td>
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<tr>
<td>GEST-S449</td>
<td>Social innovation</td>
<td>Marek HUDON (Coordinator)</td>
<td>5</td>
<td>24h</td>
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<td>Eng</td>
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</tbody>
</table>

1 elective courses

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

2 mandatory courses

Two courses chosen from the following

- GEST-S441 (optional) Global marketing | Virginie BRUNEAU (Coordinator)
  - 5 credits [lecture: 24h]  second term  English
- GEST-S472 (optional) International supply chains | Evelyne VANPOUCKE (Coordinator)
  - 5 credits [lecture: 24h]  second term  English

1 elective course

One course chosen from the following

- GEST-S440 (optional) Applied marketing analytics | Sandra ROTHENBERGER (Coordinator) and Philippe MAUCHARD
  - 5 credits [lecture: 48h]  second term  English
- GEST-S471 (optional) Management and sustainable development : constraints and opportunities | Eric MONAMI (Coordinator)
  - 5 credits [lecture: 36h, seminars: 36h]  second term  English
- GEST-S483 (optional) Digital and IT Governance | Georges ATAYA (Coordinator)
  - 5 credits [lecture: 24h]  second term  English
- GEST-S491 (optional) Omnichannel & customer relationship strategies | Virginie BRUNEAU (Coordinator)
  - 5 credits [lecture: 24h]  second term  English
- GEST-S494 (optional) Managing errors in organisations (Chaire InBev Baillet Latour) | Paul VERDIN (Coordinator)
  - 5 credits [lecture: 48h]  second term  English
- GEST-S508 (optional) Integrated communication - Communication intégrée : concepts et travaux pratiques | Philippe BILTIAU (Coordinator) and HUGUES REY
  - 5 credits [lecture: 24h]  second term  English
- GEST-S567 (optional) Regulation and Antitrust economics for businesses | Luis CORREIA DA SILVA (Coordinator)
  - 5 credits [lecture: 24h]  second term  English

or

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

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

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

- GEST-S507 | Seminar on solving global issues | 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-0000 : Coordinatrice : Tamara Schuller
STAG-S505 : Coordinatrice : Pascaline Flon

One course chosen from the following

HULB-0000 (optional)  Cours externe à l'Université
☐ 25 credits  ☐ academic year

STAG-S505 (optional)  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 (optional)  Project management  FREDERIC HOFFMANN (Coordinator)
☐ 5 credits [seminars: 24h]  ☐ first term  ☐ English

GEST-S564 (optional)  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

BIME-S5506 (optional)  Healthcare Innovation skills  Hilde STEVENS (Coordinator)
☐ 5 credits [lecture: 24h]  ☐ second term  ☐ English

This course is only accessible in combination with « BIME-G5505 Interfaculty and interdisciplinary program in Healthcare Innovation » - the skill can not be taken alone.
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Term(s)</th>
<th>Language(s)</th>
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<tbody>
<tr>
<td>GEST-S402</td>
<td>Business Communication</td>
<td>Pinar CELIK (Coordinator)</td>
<td>5</td>
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<td>English</td>
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<td>GEST-S495</td>
<td>Coaching skills</td>
<td>Timothy DENCH (Coordinator)</td>
<td>5</td>
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<tr>
<td>GEST-S498</td>
<td>Negotiation Skills</td>
<td>Claudia TOMA (Coordinator)</td>
<td>5</td>
<td>second term</td>
<td>English</td>
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<tr>
<td>LANG-B9061</td>
<td>Français langue étrangère - Niveau moyen 1</td>
<td>Sabina GOLA (Coordinator), Nathalie DELCHAMBRE, Eric Galiano and Nouël PARANTHOEN</td>
<td>5</td>
<td>first term</td>
<td>French</td>
</tr>
<tr>
<td>LANG-B9062</td>
<td>Français langue étrangère - Niveau moyen 1</td>
<td>Sabina GOLA (Coordinator), Nathalie DELCHAMBRE, Eric Galiano and Nouël PARANTHOEN</td>
<td>5</td>
<td>second term</td>
<td>French</td>
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<td>LANG-B9071</td>
<td>Français langue étrangère - Niveau moyen 2</td>
<td>Sabina GOLA (Coordinator) and MURIELLE UYTERELST</td>
<td>5</td>
<td>first term</td>
<td>French</td>
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<tr>
<td>LANG-B9072</td>
<td>Français langue étrangère - Niveau moyen 2</td>
<td>Sabina GOLA (Coordinator) and MURIELLE UYTERELST</td>
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<td>second term</td>
<td>French</td>
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<tr>
<td>LANG-B9081</td>
<td>Français langue étrangère Niveau avancé 1</td>
<td>Sabina GOLA (Coordinator) and Nathalie DELCHAMBRE</td>
<td>5</td>
<td>first term</td>
<td>French</td>
</tr>
<tr>
<td>LANG-B9082</td>
<td>Français langue étrangère Niveau avancé 1</td>
<td>Sabina GOLA (Coordinator) and Nathalie DELCHAMBRE</td>
<td>5</td>
<td>second term</td>
<td>French</td>
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<tr>
<td>LANG-B9091</td>
<td>Français langue étrangère Niveau avancé 2</td>
<td>Sabina GOLA (Coordinator) and MURIELLE UYTERELST</td>
<td>5</td>
<td>first term</td>
<td>French</td>
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<tr>
<td>LANG-B9092</td>
<td>Français langue étrangère Niveau avancé 2</td>
<td>Sabina GOLA (Coordinator) and MURIELLE UYTERELST</td>
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<td>second term</td>
<td>French</td>
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<td>LANG-S004</td>
<td>Allemand IV</td>
<td>Dorothea GASSENMEYER (Coordinator)</td>
<td>5</td>
<td>academic year</td>
<td>German</td>
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<tr>
<td>LANG-S407</td>
<td>Néerlandais IV</td>
<td>Christelle JUSSIANT (Coordinator) and Sofie VAN GEIJN</td>
<td>5</td>
<td>first and second terms</td>
<td>Dutch</td>
</tr>
<tr>
<td>ORIE-B206</td>
<td>Arabe dialectal</td>
<td>Xavier LUFFIN (Coordinator) and Lara Khaled</td>
<td>5</td>
<td>second term</td>
<td>Arabic</td>
</tr>
</tbody>
</table>

An alternative chosen from the following

Practical experience
For those who are 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>
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<th>Term(s)</th>
<th>Language(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BIME-G5505</td>
<td>Interfaculty and interdisciplinary program in Healthcare Innovation</td>
<td>Hilde STEVENS (Coordinator)</td>
<td>5</td>
<td>second term</td>
<td>English</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*

**GEST-S546**  
Field project: HRM  
- 5 credits [seminars: 12h]  
- second term  
- French

**GEST-S550**  
Field project: IT governance  
- 5 credits [seminars: 12h]  
- academic year  
- English/French

**GEST-S552**  
Field project: Public management  
- 5 credits [seminars: 12h]  
- academic year  
- English

**GEST-S553**  
Field project: NGO and sustainable development  
- 5 credits [seminars: 12h]  
- first and second terms  
- English

**GEST-S554**  
Field project: International strategy  
- 5 credits [seminars: 12h]  
- first and second terms  
- English

**GEST-S555**  
Field project: management, strategy and entrepreneurship  
- 5 credits [seminars: 12h]  
- academic year  
- English

**GEST-S556**  
Field project: start up / scale up businesses  
- 5 credits [seminars: 12h]  
- academic year  
- English

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**GEST-S424**  
Entrepreneurial finance  
- 5 credits [lecture: 36h, tutorial classes: 12h]  
- second term  
- English

**GEST-S440**  
Applied marketing analytics  
- 5 credits [lecture: 48h]  
- second term  
- English

**GEST-S471**  
Management and sustainable development: constraints and opportunities  
- 5 credits [lecture: 36h, seminars: 36h]  
- second term  
- English

**GEST-S476**  
Managing organizational innovation and change  
- 5 credits [lecture: 24h]  
- second term  
- English

**GEST-S483**  
Digital and IT Governance  
- 5 credits [lecture: 24h]  
- second term  
- English

**GEST-S484**  
Innovation strategy  
- 5 credits [lecture: 36h]  
- second term  
- English

**GEST-S491**  
Omnichannel & customer relationship strategies  
- 5 credits [lecture: 24h]  
- second term  
- English

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

**GEST-S507**  
Seminar on solving global issues  
- 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

**QTEM student specific course**

**GEST-S510 - Global Business analytics Challenge - 6 crédits - M. Michele Cincera et M. Antonio Pacifico**