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>Code</th>
<th>Course</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 credits [24h]</td>
<td>2nd</td>
<td>English</td>
</tr>
<tr>
<td>ECON-S462</td>
<td>Managerial Economics</td>
<td>Ruben Savelkoul (Coordinator) and Glenn MAGERMAN</td>
<td>5 credits [24h, 12h]</td>
<td>2nd</td>
<td>English</td>
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<tr>
<td>GEST-S4001</td>
<td>Research Methods in Management</td>
<td>Alba Jasini (Coordinator) and Pinar CELIK</td>
<td>5 credits [24h, 12h]</td>
<td>1st</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 credits [36h]</td>
<td>1st</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 credits [24h, 12h]</td>
<td>1st</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S448</td>
<td>Organizational behaviour and leadership</td>
<td>Claudia TOMA (Coordinator) and Julie Terache</td>
<td>5 credits [24h]</td>
<td>2nd</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S489</td>
<td>Strategy and strategic analysis</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5 credits [24h, 12h]</td>
<td>1st</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S489</td>
<td>Advanced Marketing</td>
<td>Sandra ROTHENBERGER (Coordinator)</td>
<td>5 credits [36h]</td>
<td>1st</td>
<td>English</td>
</tr>
<tr>
<td>STAT-S406</td>
<td>Data management and business analytics</td>
<td>Martine GEORGE (Coordinator)</td>
<td>5 credits [36h]</td>
<td>2nd</td>
<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>Code</th>
<th>Course</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 credits [24h, 12h]</td>
<td>2nd</td>
<td>English</td>
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<tr>
<td>GEST-S449</td>
<td>Social innovation</td>
<td>Marek HUDON (Coordinator)</td>
<td>5 credits [24h]</td>
<td>2nd</td>
<td>English</td>
</tr>
</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: 24h, seminars: 24h]  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-S557 (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

- or

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

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

1 elective course

One course chosen from the following

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

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

Bloc 2 | M-GESTM | MA-GEST

Cours obligatoires

MEMO-S505  Master-Thesis/Mémoire | Olivier WITMEUR (Coordinator)

- 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-S500: Coordinatrice: Pascaline Flon

One course chosen from the following

HULB-0000 (optional)  Cours externe à l'Université

- 25 credits  academic year

STAG-S500 (optional)  Credited internship with a critical mindset | Jean-Nicolas Lambert (Coordinator), Xavier CLABOTS, Brigitte Marchand and Claudio Truzzi

- 25 credits [work placement: 600h]  first term  English/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.
### Business Communication | Pinar CELIK (Coordinator)
- 5 credits [lecture: 12h, tutorial classes: 12h]  
- second term  
- English

60 étudiants maximum pour ce cours.

### Coaching skills | Timothy DENCH (Coordinator) and Koen Claeys
- 5 credits [lecture: 24h]  
- second term  
- English

Maximum 60 inscrits pour ce cours.

### Negotiation Skills | Claudia TOMA (Coordinator) and Avi Goldstein
- 5 credits [lecture: 24h, seminars: 12h]  
- first term  
- English

50 étudiants maximum pour ce cours.

### Strategic Management Control for Sustainability and Innovation | Philip VERGAUWEN (Coordinator)
- 5 credits [lecture: 24h]  
- second term  
- English

### Strategic Management Control for Sustainability and Innovation | Philip VERGAUWEN (Coordinator)
- 5 credits [lecture: 24h]  
- second term  
- English

### Français langue étrangère - Niveau moyen 1 | Nathalie DELCHAMBRE (Coordinator), Sabina GOLA, Eric Galiano and Nouël PARANTHOEN
- 5 credits [lecture: 60h]  
- first term  
- French

### Français langue étrangère - Niveau moyen 1 | Nathalie DELCHAMBRE (Coordinator), Sabina GOLA, Eric Galiano and Nouël PARANTHOEN
- 5 credits [lecture: 60h]  
- second term  
- French

### Français langue étrangère - Niveau moyen 2 | MURIELLE UYTERELST (Coordinator), Esther Falla, Sabina GOLA, Eric Galiano and Lidia Irène Morales Benito
- 5 credits [lecture: 60h]  
- first term  
- French

### Français langue étrangère - Niveau moyen 2 | MURIELLE UYTERELST (Coordinator) and Sabina GOLA
- 5 credits [lecture: 60h]  
- second term  
- French

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

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

### Français langue étrangère Niveau avancé 2 | MURIELLE UYTERELST (Coordinator), Esther Falla, Sabina GOLA, Eric Galiano and Lidia Irène Morales Benito
- 5 credits [lecture: 60h]  
- first term  
- French

### Français langue étrangère Niveau avancé 2 | MURIELLE UYTERELST (Coordinator) and Sabina GOLA
- 5 credits [lecture: 60h]  
- second term  
- French

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

### Néerlandais IV | Christelle JUSSIANT (Coordinator), Evie TOPS and Sofie VAN GEIJN
- 5 credits [language practice: 24h]  
- first and second terms  
- Dutch

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

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**An alternative chosen from the two 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

- **BIME-G5505** (optional)
  - Interfaculty and interdisciplinary program in Healthcare Innovation | Hilde STEVENS (Coordinator)
  - 5 credits [lecture: 40h, tutorial classes: 20h]
  - Second term
  - English

- **GEST-S5530** (optional)
  - Field project: IT governance | Georges ATAYA (Coordinator)
  - 5 credits [seminars: 12h]
  - Academic year
  - English/French

- **GEST-S5546** (optional)
  - Field project: HRM
  - 5 credits [seminars: 12h]
  - Second term
  - French

- **GEST-S5550** (optional)
  - Field project | Jean MATTIJS (Coordinator), Georges ATAYA, Jorn Mannaerts, Jean-Jacques VIALA, MICHEL VLASSELAER and Olivier WITMEUR
  - 5 credits [seminars: 12h]
  - First and second terms
  - English

- **GEST-S5552** (optional)
  - Field project: Public management | Jean MATTIJS (Coordinator) and Jean-Jacques VIALA
  - 5 credits [seminars: 12h]
  - Academic year
  - English

- **GEST-S5553** (optional)
  - Field project: NGO and sustainable development | Christine DROOGMANS (Coordinator)
  - 5 credits [seminars: 12h]
  - Academic year
  - English

- **GEST-S5554** (optional)
  - Field project: International strategy | MICHEL VLASSELAER (Coordinator)
  - 5 credits [seminars: 12h]
  - First and second terms
  - English

- **GEST-S5555** (optional)
  - Field project: management, strategy and entrepreneurship | Jean-Nicolas Lambert (Coordinator)
  - 5 credits [seminars: 12h]
  - Academic year
  - English

- **GEST-S5556** (optional)
  - Field project: start up / scale up businesses | Olivier WITMEUR (Coordinator)
  - 5 credits [seminars: 12h]
  - Academic year
  - English

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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-S5424** (optional)
  - Entrepreneurial finance | Olivier WITMEUR (Coordinator) and Nathalie DE CEULAER
  - 5 credits [lecture: 36h, tutorial classes: 12h]
  - Second term
  - English

- **GEST-S5440** (optional)
  - Applied marketing analytics | Sandra ROTHENBERGER (Coordinator) and Philippe MAUCHARD
  - 5 credits [lecture: 48h]
  - Second term
  - English

- **GEST-S5471** (optional)
  - Management and sustainable development: constraints and opportunities | Eric MONAMI (Coordinator)
  - 5 credits [lecture: 36h, seminars: 36h]
  - Second term
  - English

- **GEST-S5476** (optional)
  - Managing organizational innovation and change | Jean MATTIJS (Coordinator)
  - 5 credits [lecture: 24h]
  - Second term
  - English

- **GEST-S5483** (optional)
  - Digital and IT Governance | Georges ATAYA (Coordinator)
  - 5 credits [lecture: 24h]
  - Second term
  - English

- **GEST-S5484** (optional)
  - Innovation strategy | Manuel HENSMANS (Coordinator)
  - 5 credits [lecture: 36h]
  - Second term
  - English

- **GEST-S5491** (optional)
  - Omnichannel & customer relationship strategies | Virginie BRUNEAU (Coordinator)
  - 5 credits [lecture: 24h]
  - Second term
  - English
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture Hours</th>
<th>Term</th>
<th>Language</th>
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<tbody>
<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</td>
<td>English</td>
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<tr>
<td>GEST-S507</td>
<td>Stakeholder management and governance</td>
<td>Vincent MABILLARD (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S508</td>
<td>Integrated communication - Communication intégrée : concepts et travaux pratiques</td>
<td>Philippe BILTIAU (Coordinator) and HUGUES REY</td>
<td>5</td>
<td>24h</td>
<td>second</td>
<td>English</td>
</tr>
<tr>
<td>GEST-S565</td>
<td>Business Planning</td>
<td>Judith BEHRENS (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second</td>
<td>English</td>
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<tr>
<td>GEST-S567</td>
<td>Regulation and Antitrust economics for businesses</td>
<td>Luis CORREIA DA SILVA (Coordinator)</td>
<td>5</td>
<td>24h</td>
<td>second</td>
<td>English</td>
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<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>
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</table>

**QTEM student specific course**

GEST-S510 - Global Business analytics Challenge - 8 crédits - M. Michele Cincera et M. Antonio Pacífico