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 Name</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>second</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>ECON-S462</td>
<td>Managerial Economics</td>
<td>Glenn MAGERMAN (Coordinator)</td>
<td>5</td>
<td>24h, 12h</td>
<td>second</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>GEST-S4001</td>
<td>Research Methods in Management</td>
<td>Alba Jasini (Coordinator) and Pinar CELIK</td>
<td>5</td>
<td>24h, 12h</td>
<td>first</td>
<td>English</td>
<td></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>36h, 24h</td>
<td>first</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>GEST-S410</td>
<td>Advanced corporate finance</td>
<td>Kim OOSTERLINCK (Coordinator) and Benjamin LORENT</td>
<td>5</td>
<td>36h, 24h</td>
<td>first</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>GEST-S448</td>
<td>Organizational behaviour and leadership</td>
<td>Claudia TOMA (Coordinator) and Julie Terache</td>
<td>5</td>
<td>24h, 24h</td>
<td>second</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>GEST-S468</td>
<td>Strategy and strategic analysis</td>
<td>Manuel HENSMANS (Coordinator)</td>
<td>5</td>
<td>36h</td>
<td>first</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>GEST-S489</td>
<td>Advanced Marketing</td>
<td>Sandra ROTHENBERGER (Coordinator) and Nadia Steils</td>
<td>5</td>
<td>36h</td>
<td>first</td>
<td>English</td>
<td></td>
</tr>
<tr>
<td>STAT-S406</td>
<td>Data management and business analytics</td>
<td>Martine GEORGE (Coordinator)</td>
<td>5</td>
<td>36h, 24h</td>
<td>second</td>
<td>English</td>
<td></td>
</tr>
</tbody>
</table>

An alternative chosen from the following:

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

2 mandatory courses

- **Two courses chosen from the following**
  - GEST-S421 (optional) | Entrepreneurial ecosystems | Judith BEHRENS (Coordinator) | 5 | 24h, 24h | second | English |
  - GEST-S449 (optional) | Social innovation | Marek HUDON (Coordinator) | 5 | 24h | second | English |

1 elective courses

- **One course chosen from the following**
Entrepreneurial finance | Olivier WITMEUR (Coordinator) and Nathalie DE CEULAER
- 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

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Coordinator(s)</th>
<th>Credits</th>
<th>Lecture Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S441</td>
<td>Global marketing</td>
<td>Virginie BRUNEAU</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S472</td>
<td>International supply chains</td>
<td>Evelyne VANPOUCKE</td>
<td>5 credits</td>
<td>24h</td>
</tr>
</tbody>
</table>

1 elective course

One course chosen from the following

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<tr>
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<th>Credits</th>
<th>Lecture Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>GEST-S440</td>
<td>Applied marketing analytics</td>
<td>Sandra ROTHENBERGER and Philippe MAUCHARD</td>
<td>5 credits</td>
<td>48h</td>
</tr>
<tr>
<td>GEST-S471</td>
<td>Management and sustainable development: constraints and opportunities</td>
<td>Eric MONAMI</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S483</td>
<td>Digital and IT Governance</td>
<td>Georges ATAYA</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S491</td>
<td>Omnichannel &amp; customer relationship strategies</td>
<td>Virginie BRUNEAU</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S494</td>
<td>Managing errors in organisations (Chaire InBev Baillet Latour)</td>
<td>Paul VERDIN</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S508</td>
<td>Integrated communication - Communication intégrée : concepts et travaux pratiques</td>
<td>Philippe BILTIAU and HUGUES REY</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S567</td>
<td>Regulation and Antitrust economics for businesses</td>
<td>Luis CORREIA DA SILVA</td>
<td>5 credits</td>
<td>24h</td>
</tr>
</tbody>
</table>

Specialization - Module Managing people and organizations

2 mandatory courses

Two courses chosen from the following

<table>
<thead>
<tr>
<th>Course Code</th>
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<th>Lecture Hours</th>
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<tr>
<td>GEST-S441</td>
<td>Global marketing</td>
<td>Virginie BRUNEAU</td>
<td>5 credits</td>
<td>24h</td>
</tr>
<tr>
<td>GEST-S472</td>
<td>International supply chains</td>
<td>Evelyne VANPOUCKE</td>
<td>5 credits</td>
<td>24h</td>
</tr>
</tbody>
</table>
GEST-S517
(optional)
Managing diversity and multiculturality | Claudia TOMA (Coordinator) and Joelle Jablan
5 credits [lecture: 24h]  second term  English

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

1 elective course

One course chosen from the following

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

GEST-S507
(optional)
Stakeholder management and governance | Vincent MABILLARD (Coordinator)
5 credits [lecture: 24h]  second term  English
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.
### 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-S530 (optional)  Field project: IT governance  Georges ATAYA (Coordinator)
- 5 credits [seminars: 12h]  academic year  English/French

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

GEST-S550 (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-S552 (optional)  Field project: Public management  Jean MATTIJS (Coordinator) and Jean-Jacques VIALA
- 5 credits [seminars: 12h]  academic year  English

GEST-S553 (optional)  Field project: NGO and sustainable development  Christine DROOGMANS (Coordinator)
- 5 credits [seminars: 12h]  academic year  English

GEST-S554 (optional)  Field project: International strategy  MICHEL VLASSELAER (Coordinator)
- 5 credits [seminars: 12h]  first and second terms  English

GEST-S555 (optional)  Field project: management, strategy and entrepreneurship  Jean-Nicolas Lambert (Coordinator)
- 5 credits [seminars: 12h]  academic year  English

GEST-S556 (optional)  Field project: start up /scale up businesses  Olivier WITMEUR (Coordinator)
- 5 credits [seminars: 12h]  academic year  English

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-S424 (optional)  Entrepreneurial finance  Olivier WITMEUR (Coordinator) and Nathalie DE CEULAER
- 5 credits [lecture: 36h, tutorial classes: 12h]  second term  English

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

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

GEST-S484 (optional)  Innovation strategy  Manuel HENSMANS (Coordinator)
- 5 credits [lecture: 36h]  second term  English

GEST-S491 (optional)  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-S507  
**Stakeholder management and governance** | Vincent MABILLARD (Coordinator)  
5 credits [lecture: 24h]  
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-S565  
**Business Planning** | Judith BEHRENS (Coordinator)  
5 credits [lecture: 12h, seminars: 12h]  
second term  
English

GEST-S567  
**Regulation and Antitrust economics for businesses** | Luis CORREIA DA SILVA (Coordinator)  
5 credits [lecture: 24h]  
second term  
English

TEMP-0000  
**Cours extérieurs au programme**  
5 credits  
academic year  
French

**QTEM student specific course**  
GEST-S510 - Global Business analytics Challenge - 8 crédits - M. Michele Cincera et M. Antonio Pacifico