

# 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).

[http://www.solvay.edu/sites/upload/cck-documents/variantes\\_2017-2018\\_en-5414.pdf](http://www.solvay.edu/sites/upload/cck-documents/variantes_2017-2018_en-5414.pdf)

### Bloc 1 | M-GESTM | MA-GEST

## Core courses

- DROI-S400     **Law for managers** | Paul HERMANT (Coordinator)  
 5 credits [lecture: 24h]    second term    English
- ECON-S462     **Managerial Economics** | Glenn MAGERMAN (Coordinator)  
 5 credits [lecture: 24h, tutorial classes: 12h]    second term    English
- GEST-S4001     **Research Methods in Management** | Alba Jasini (Coordinator) and Pinar CELIK  
 5 credits [lecture: 24h, tutorial classes: 12h]    first term    English
- GEST-S409     **Advanced accounting** | Pierre-Hugues BONNEFOY CUDRAZ (Coordinator) and Jean-Paul LOOZEN  
 5 credits [lecture: 36h, tutorial classes: 24h]    first term    English
- GEST-S410     **Advanced corporate finance** | Kim OOSTERLINCK (Coordinator)  
 5 credits [lecture: 24h, tutorial classes: 12h]    first term    English
- GEST-S448     **Organizational behaviour and leadership** | Claudia TOMA (Coordinator)  
 5 credits [lecture: 24h, tutorial classes: 24h]    first term    English
- GEST-S468     **Strategy and strategic analysis** | Manuel HENSMANS (Coordinator)  
 5 credits [lecture: 36h]    first term    English
- GEST-S489     **Advanced Marketing** | Sandra ROTHENBERGER (Coordinator)  
 5 credits [lecture: 36h]    first term    English
- STAT-S406     **Data management and business analytics** | Martine GEORGE (Coordinator)  
 5 credits [lecture: 36h, tutorial classes: 24h]    second term    English

*An alternative chosen from the three following*

## Specialization - Module cross-border entrepreneurship and innovation

### 2 mandatory courses

*Two courses chosen from the following*

- GEST-S421     **Entrepreneurial ecosystems** | Judith BEHRENS (Coordinator)  
 (optional)    5 credits [lecture: 24h, tutorial classes: 24h]    second term    English
- GEST-S449     **Social innovation** | Marek HUDON (Coordinator)  
 (optional)    5 credits [lecture: 24h]    second term    English

### 1 elective courses

*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-S484 (optional) **Innovation strategy** | Manuel HENSMANS (Coordinator)  
⌚ 5 credits [lecture: 36h] 📅 second term 🗨 English

GEST-S565 (optional) **Business Planning** | Judith BEHRENS (Coordinator)  
⌚ 5 credits [lecture: 12h, seminars: 12h] 📅 second term 🗨 English

or

## 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*



GEST-S517  
(optional) **Managing diversity and multiculturality** | Claudia TOMA (Coordinator)  
🕒 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



# 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.

GEST-S4002 (optional)	<b>Business Communication</b>   Pinar CELIK (Coordinator) ⌚ 5 credits [lecture: 12h, tutorial classes: 12h] 📅 second term 🗨 English 60 étudiants maximum pour ce cours
GEST-S495 (optional)	<b>Coaching skills</b>   Timothy DENCH (Coordinator) and Koen Claeys ⌚ 5 credits [lecture: 24h] 📅 second term 🗨 English Maximum 60 inscrits pour ce cours.
GEST-S498 (optional)	<b>Negotiation Skills</b>   Claudia TOMA (Coordinator) ⌚ 5 credits [lecture: 24h, seminars: 12h] 📅 first term 🗨 English 50 étudiants maximum pour ce cours.
GEST-S900 (optional)	<b>Strategic Management Control for Sustainability and Innovation</b>   Philip VERGAUWEN (Coordinator) ⌚ 5 credits [lecture: 24h] 📅 first term 🗨 English
LANG-B9061 (optional)	<b>Français langue étrangère - Niveau moyen 1</b>   Sabina GOLA (Coordinator), Nathalie DELCHAMBRE and Eric Galiano ⌚ 5 credits [lecture: 60h] 📅 first term 🗨 French
LANG-B9062 (optional)	<b>Français langue étrangère - Niveau moyen 1</b>   Sabina GOLA (Coordinator), Nathalie DELCHAMBRE and Eric Galiano ⌚ 5 credits [lecture: 60h] 📅 second term 🗨 French
LANG-B9071 (optional)	<b>Français langue étrangère - Niveau moyen 2</b>   Sabina GOLA (Coordinator) and MURIELLE UYTERELST ⌚ 5 credits [lecture: 60h] 📅 first term 🗨 French
LANG-B9072 (optional)	<b>Français langue étrangère - Niveau moyen 2</b>   Sabina GOLA (Coordinator) and MURIELLE UYTERELST ⌚ 5 credits [lecture: 60h] 📅 second term 🗨 French
LANG-B9081 (optional)	<b>Français langue étrangère Niveau avancé 1</b>   Sabina GOLA (Coordinator) and Nathalie DELCHAMBRE ⌚ 5 credits [lecture: 60h] 📅 first term 🗨 French
LANG-B9082 (optional)	<b>Français langue étrangère Niveau avancé 1</b>   Sabina GOLA (Coordinator) and Nathalie DELCHAMBRE ⌚ 5 credits [lecture: 60h] 📅 second term 🗨 French
LANG-B9091 (optional)	<b>Français langue étrangère Niveau avancé 2</b>   Sabina GOLA (Coordinator) and MURIELLE UYTERELST ⌚ 5 credits [lecture: 60h] 📅 first term 🗨 French
LANG-B9092 (optional)	<b>Français langue étrangère Niveau avancé 2</b>   Sabina GOLA (Coordinator) and MURIELLE UYTERELST ⌚ 5 credits [lecture: 60h] 📅 second term 🗨 French
LANG-S004 (optional)	<b>Allemand IV</b>   Dorothea GASSENMEYER (Coordinator) ⌚ 5 credits [lecture: 24h] 📅 academic year 🗨 German
LANG-S407 (optional)	<b>Néerlandais IV</b>   Christelle JUSSIANT (Coordinator) and Sofie VAN GEIJN ⌚ 5 credits [language practice: 24h] 📅 first and second terms 🗨 Dutch
ORIE-B206 (optional)	<b>Arabe dialectal</b>   Xavier LUFFIN (Coordinator) ⌚ 5 credits [language practice: 24h] 📅 second term 🗨 Arabic

*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)	<b>Interfaculty and interdisciplinary program in Healthcare Innovation</b>   Hilde STEVENS (Coordinator) ⌚ 5 credits [lecture: 40h, tutorial classes: 20h] 📅 second term 🗨 English
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- 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

or

## 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 (optional) **Managing errors in organisations (Chaire InBev Baillet Latour)** | Paul VERDIN (Coordinator)  
⌚ 5 credits [lecture: 48h] 📅 second term 🗨 English
- GEST-S507 (optional) **Stakeholder management and governance** | Vincent MABILLARD (Coordinator)  
⌚ 5 credits [lecture: 24h] 📅 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-S565  
(optional)

[Business Planning](#) | Judith BEHRENS (Coordinator)

🕒 5 credits [lecture: 12h, seminars: 12h] 📅 second term 🗨 English

GEST-S567  
(optional)

[Regulation and Antitrust economics for businesses](#) | Luis CORREIA DA SILVA (Coordinator)

🕒 5 credits [lecture: 24h] 📅 second term 🗨 English

TEMP-0000  
(optional)

[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