


10.00 credits

60.0 h + 15.0 h

Q1

Teacher(s)	Betti Raphaël ;Blome Constantin ;Hericher Corentin ;Olieslagers Ruben ;Paque Bernard ;Thewissen James ;Vanderborcht Vincent ;
Language :	English
Place of the course	Louvain-la-Neuve
Prerequisites	None
Main themes	In this course, the students work in teams on a real-life managerial question proposed by a business unit of a given company/organization.
Learning outcomes	<p>At the end of this learning unit, the student is able to :</p> <p>CORPORATE CITIZENSHIP Decide and act responsibly, while considering the social, economic and environmental sometimes antinomic, outcomes in the short, medium and long term, for the various stakeholders.</p> <p>PROJECT MANAGEMENT Administer, allocate and coordinate a group of individuals to perform a task.</p> <p>A SCIENTIFIC AND SYSTEMATIC APPROACH Articulate the acquired knowledge from different areas of management. Conduct a clear, structured, analytical and comprehensive reasoning by applying, and eventually adapting, scientifically based conceptual frameworks and models to define and analyze a problem, to compare and choose among different solutions.</p> <p>TEAMWORK AND LEADERSHIP Work in a team. Join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity. Apply the learned project management techniques in order to complete their project successfully.</p> <p>COMMUNICATION AND INTERPERSONAL SKILLS Express, both orally and in writing, a clear and structured message adapted to the audience.</p>
Evaluation methods	<p>A written exam covers the content of the courses of Q1P1.</p> <p>Phase 1 and 2 lead to an oral presentation and a written in English report.</p> <p>A post-mortem written report summarizes the debrief of the team operations after the presentation of the Phase 2 presentation.</p> <p>The students provide a peer-evaluation of their collaboration during the semester.</p> <p>Phase 1 and 2 constitute 60% of the final grade. The grade on the Q1P1 courses constitutes 20%. The final grade for the continuous assessment constitutes 20% of the final grade and will be defined by the course coordinator, based on the grades submitted by the coach, the language teacher and the students (peer-review).</p>
Teaching methods	<p>The class is organized in classical lectures, guest lectures and group presentations.</p> <p>A language course is proposed to support the students in their presentation and communication skills in English. A test will be organized at the beginning of the academic year to determine the level of the student. Students who reach the appropriate level in English will be exempted from following the course. The students who do not reach the requested level at the English test are obliged to follow the English course.</p> <p>Most sessions will be qualified as mandatory and require the student's active participation.</p>
Content	<p>In this course, the students work in teams on a real-life managerial question proposed by a business unit of a given company/organization.</p> <p>The managerial question proposed by a business unit (BU) of a company/organization is answered in two phases.</p> <p>Phase 1 in Q1P1. Assessment of the context of the business unit. This includes, among others, the detailed understanding of the product/service delivered by the BU; the detailed analysis of its current and potential markets; its current positioning with respect to the competition; its financial situation, etc. Phase 1 should provide all the context data necessary to tackle the managerial question that is dealt with.</p> <p>Phase 2 in Q1P2. This phase aims at identifying all the possible answers to the managerial question. We assume here that primary or secondary data will be collected in order for the various potential answers to be assessed. Given the collected data and the Phase 1 analysis, a solid recommendation will be drawn.</p>

	<p>In addition to the recommendation, other additional deliverable could be required, such as an implementation plan, a potential risk analysis.</p> <p>In parallel to these two phases, the project itself constitutes the basis on which project management techniques and skills will be learned and applied.</p> <p>Lectures in this class will be split into two groups and taught in Q1P1:</p> <ul style="list-style-type: none">• Tools and techniques for company analysis and decision making;• Tools and techniques for project and team management.
Faculty or entity in charge	CLSM

Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Learning outcomes
Master [120] in Management	GEST2M	10		
Master [120] in Management [CEMS Programme]	GESM2M	10		