

At Louvain-la-Neuve - 120 credits - 2 years - Day schedule - In frenchDissertation/Graduation Project : **YES** - Internship : **YES**Activities in English: **YES**Activities on other sites : **optional**Main study domain : **Sciences économiques et de gestion**Organized by: **Louvain School of Management (LSM)**Programme acronym: **gest2m** - Francophone Certification Framework: 7**Table of contents**

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GEST2M - Introduction

Introduction

Introduction

This master prepares you for management positions in private and public organisations. It develops your abilities to:

1. integrate management theories and concepts for efficient and controlled use in a professional world;
2. place organisations in their socio-economic and institutional context, to understand the interdependencies between organisation and environment and translate them into management decisions;
3. integrate the challenges of international competition into "socially responsible" management practices.

This Master also offers different unique opportunities that will add value to your curriculum:

- by taking a quadrimester course at one of the 145 partner universities;
- by participating in the "CEMS" selection programme with a view to obtaining, in addition, the Master in International Management (CEMS) diploma, exclusive in Belgium;
- by participating in the "IB" selection programme (exchange stay in a partner university and a 6-month internship in a company outside the European Union);
- by doing a double degree organized with one of the 7 prestigious partner universities;
- by integrating specialization in "entrepreneurship" (CPME training) or environmental management;
- by specializing in finance thanks to [Track Financial Management giving the final double-diploma LSM and ICHEC](https://uclouvain.be/facultes/lsm/track-financial-management.html) (<https://uclouvain.be/facultes/lsm/track-financial-management.html>);
- by becoming an expert in digital marketing;
- by following a major and an option in your chosen field in order to become an expert in the field.

Your Profile

You:

- have a bachelor's degree in economics and/or management and you wish to strengthen your managerial skills;
- wish to undertake and transform initiatives into economic or social realities;
- move towards decision-making and management functions;
- strive for excellence in national and international management.

Your Future Job

Position of responsibility in the management and management of companies in which you will be able to put into practice your capacity to undertake, to transform initiatives into economic realities, to organize these activities and ensure their continuity, to find the necessary resources and to combine them in an adequate way.

Our graduates are present in the highest management positions of companies as well as in consultancy, audit, banking, industry (production and operations management) or environmental management.

Your Programme

During this Master, you will develop the skills necessary to master the complex and varied challenges companies face in the knowledge economy. You:

- learn how to model and formalize management problems and situations;
- integrate technological processes and master their application in the industrial world;
- strengthen your language skills by taking part of the English courses.

The Master 120 will be composed of:

- professional focus courses (or research focus courses for those wishing to prepare for a doctorate) in the management disciplines (finance, marketing, strategy,...) as well as seminars;
- a major, composed of 6 courses, to be chosen among the major fields of management;
- an exchange quadrimester (highly recommended but not compulsory) or a quadrimester of 6 courses including a language course, an option of 3 courses,...;
- an internship;
- a master's thesis.

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master program.

GEST2M - Teaching profile

Learning outcomes

1. A profile of the graduate

The Master in Management prepares the graduate to meet the challenge of **becoming a socially responsible professional with a transversal approach to the management professions.**

The **Master in Management** is a programme that develops the transversal skills and expertise necessary for management functions in public or private, national or international, commercial or non-commercial organisations.

At the end of this programme (including an optional company work placement and foreign exchange), the graduate will have developed the skills and knowhow that will allow him to master the complex and varied issues that organisations encounter in management of occupations, skills and processes, whether at a strategic, tactical or operational level. He will also be specialised in one or more management functions: human management, marketing, finance, accounting, operations and logistics, e-business, etc.

At the end of this programme, the graduate will be:

Responsible:

He is capable of implementing socially responsible management practices in private or public organisations while taking account of the issues of international competition.

A professional:

- He will have assimilated management theories and concepts for efficient, expert use in a professional setting;
- He is capable of locating organisations in their socio-economic and institutional context, understanding the interdependences between the organisation and the environment, and translating them into management decisions;
- He will have developed in-depth skill in key management functions and their international aspects;
- He is capable of handling a wide variety of management problems, taking into account diverse economic, social and political environments.

Aware of the responsibility inherent to his profession, the graduate will have acquired the mindset of a critical participant, capable of making decisions in organisational environments by putting **ethical and socially responsible management values** at the centre of his concerns. He will have adopted an approach of continuous development that will allow him to be a professional demonstrating flexibility, capable of adapting and evolving positively in his environment.

2. The competency framework

At the end of this programme, the graduate is capable of:

Introduction

The exit profile of the Master in Management graduate is specified by the LSM competency framework (www.lsmcompetencyframework.be), with in particular:

- an academic education centred on training in economics and management, with a transversal approach to management functions.
- priority given to the following skills:
 - Acting as a socially responsible participant,
 - Mastering knowledge,
 - Acting in an international and multicultural context.
- a possibility of developing some of these skills in greater depth through his choice of options, tracks, thesis, work placement and exchange.

3. Research training

Students wishing to prepare for the completion of a Doctorate in Management or, more broadly, to learn the methods and domains in research, fundamental and applied, in management have the opportunity to follow the Specialized Focus. The Specialized Focus will develop the student's ability to:

- Identify and locate the different epistemological paradigms characterizing the research in management
- Master the specific methodological modelling approaches and/or empirical, qualitative/quantitative, and design a research platform

Programme structure

The 120 Master's degree in Management includes the following four elements:

1. Core subjects worth 30 credits

This core curriculum includes the master's thesis (20 credits) as well as an internship (10 credits) which may be linked to an issue dealt with in the master's thesis.

2. A professional focus worth 30 credits

In-depth study of the distinctive disciplines of the management: strategy, finance, management accounting, marketing, human resources.

OR

A research focus worth 30 credits

including a basic epistemological training and a choice of courses in research methodologies in Management.

> [Description of the research focus](#)

3. A major worth 30 credits

Spread in two parts, it enables the student to specialise in one of the management field (Marketing, Strategy and Organisation, Finance, Audit,...). The student has access to majors offered on the two sites of the Louvain School of Management : Louvain-la-Neuve and Mons.

> [Detailed description \(target, career opportunities,...\) of the majors offered in the master in management.](#)

4. An option and/or elective courses worth 30 credits

during which students have the opportunity to take courses in one of the 145 partners universities of the Louvain School of Management. Students who do not wish to go abroad may instead take an option course worth 15 credits and 3 courses worth 5 credits each.

ANNUAL BLOCK 1				ANNUAL BLOCK 2				Degree 120 credits of Master en Sciences de gestion, à finalité spécialisée (Professional Focus)	
TERM 1		TERM 2		TERM 1		TERM 2			
Part 1	Part 2	Part 1	Part 2	Part 1	Part 2	Part 1	Part 2		
SEMINAR ON CURRENT MANAGERIAL ISSUES (3 crédits)				EXCHANGE (optional)					▶
COURSES FOCUSED MANAGEMENT	COURSES OF THE MAJOR	COURSES FOCUSED MANAGEMENT	COURSES OF THE MAJOR	1 COURSE + 1 ELECTIVE COURSE + 1 LANGUAGE COURSE	OPTION	INTERNSHIP			
14 credits	15 credits	13 credits	15 credits	15 credits	15 credits	10 credits			
MASTER'S THESIS (20 credits)									

Please note that, depending on your academic background, teaching units (= prerequisite courses) could be added to your master program.

The Louvain School of Management also provides students in the **120 Master's degree in Management** five different areas of training which can be accessed after they have been selected:

The CEMS Master's in International Management - [CEMS MIM](#)

The **Louvain School of Management** is the **sole partner in Belgium** of this network which, for the last few years, has brought together the best European management schools and various partners from outside Europe.

Inter-faculty programme on Creation of Small and Medium Enterprises - [CPME](#) (<https://uclouvain.be/fr/etudier/cpme>)

This programme brings together students from different faculties at UCL and provides them with the analytical tools to help them understand business processes, start or take on businesses of different kinds and to develop business projects within existing organisations.

International Business programme - [IB](#)

This programme is designed for students who wish to pursue an international career. Through an exchange of courses and a 6-month work placement abroad in a multinational company, it promotes an open-minded approach, intercultural awareness, adaptability and pro-activity, all of which are vital for work in an international context.

Double Degree - [DD & DDD](#) (<https://uclouvain.be/en/faculties/lsm/double-degree.html>)

By accumulating 60 course credits at the Louvain School of Management, around 40 course credits at the partner university DD and a joint master's thesis to both universities for 20 credits, the students acquire two master degrees, one delivered by the LSM and the other by the partner university :

- Aalto University (Helsinki, Finland)
- Universität zu Köln (Cologne, Germany)
- Norwegian School of Economics and Business Administration (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- University of Economics Prague (Czech Republic)
- Vytautas Magnus University (Kaunas, Lithuania)

- KU Leuven (Leuven, Belgium)
- Instituto Superior Técnico - Technical University of Lisbon (Lisbon, Portugal)

A "Dedicated Double Degree", DDD focus on Environmental issues and Supply Chain Management, exclusively offered by LSM and NHH.

The Master in Management, "Financial Management Track" with a double degree LSM-ICHEC (<https://uclouvain.be/facultes/lsm/track-financial-management.html>)

NOTE:

- Holders of a second cycle university degree comprising at least 45 credits of Master level courses equivalent to the Master in Management can obtain, in 1 year, the Master 120 credits in Management. Depending on the value of the credits granted, this program will include **a minimum of 60 credits and a maximum of 75 credits.**
- Holders of a LSM Master Degree in Business Engineering 120 (or Master in Management 120) with a Professional Focus, may acquire the Master's degree with a research focus by following the Reserach Focus 30-credit programme.

For a programme-type, and regardless of the focus, options/or elective courses selected, this master will carry a minimum of 120 credits divided over two annual units, corresponding to 60 credits each.

> Core courses [[en-prog-2018-gest2m-lgest201t.html](#)]

Focuses

- > Finalité spécialisée [[en-prog-2018-gest2m-lgest321s](#)]
- > Finalité approfondie [[en-prog-2018-gest2m-lgest202a](#)]

Options courses

- > MAJORS [[en-prog-2018-gest2m-lgest351r.html](#)]
 - > Majeure Management humain et intervention dans les organisations (LLN) [[en-prog-2018-gest2m-lgest430o.html](#)]
 - > Major European Business (LLN) [[en-prog-2018-gest2m-lgest421o.html](#)]
 - > Majeure Corporate Finance (LLN) [[en-prog-2018-gest2m-lgest442o.html](#)]
 - > Major International Finance (LLN) [[en-prog-2018-gest2m-lgest432o.html](#)]
 - > Major Marketing Strategy for Connected Brands (LLN) [[en-prog-2018-gest2m-lgest451o.html](#)]
 - > Major Consumer Insights (LLN) [[en-prog-2018-gest2m-lgest452o.html](#)]
 - > Philippe de Woot Major in Corporate Sustainable Management (LLN) [[en-prog-2018-gest2m-lgest470o.html](#)]
 - > Formation interdisciplinaire en création d'entreprise CPME (LLN) [[en-prog-2018-gest2m-lgest424o.html](#)]
 - > Major International Business (LLN) [[en-prog-2018-gest2m-lgest425o.html](#)]
 - > Major Financial Management (Mons) [[en-prog-2018-gest2m-mgest441o.html](#)]
 - > Majeure Révisorat et expertise comptable (Mons) [[en-prog-2018-gest2m-mgest443o.html](#)]
 - > Majeure Décisions marketing tactiques et digitales (Mons) [[en-prog-2018-gest2m-mgest453o.html](#)]
- > LSM COURSES (if no exchange) [[en-prog-2018-gest2m-lgest352r.html](#)]
 - > International Strategic Management course [[en-prog-2018-gest2m-lgest570o.html](#)]
 - > Elective courses [[en-prog-2018-gest2m-lgest557o.html](#)]
 - > Compulsory language course [[en-prog-2018-gest2m-lgest571o.html](#)]
- > OPTIONS (alternative à l'échange) [[en-prog-2018-gest2m-lgest556r.html](#)]
 - > Option Management humain et intervention dans les organisations (LLN) [[en-prog-2018-gest2m-lgest558o.html](#)]
 - > Option Corporate Finance (LLN) [[en-prog-2018-gest2m-lgest560o.html](#)]
 - > Option International Finance (LLN) [[en-prog-2018-gest2m-lgest594o.html](#)]
 - > Option Marketing Strategy for Connected Brands (LLN) [[en-prog-2018-gest2m-lgest561o.html](#)]
 - > Option Consumer Insights (LLN) [[en-prog-2018-gest2m-lgest562o.html](#)]
 - > Option Corporate Sustainable Management (LLN) [[en-prog-2018-gest2m-lgest589o.html](#)]
 - > Option Sourcing and Procurement (LLN) [[en-prog-2018-gest2m-lgest592o.html](#)]
 - > Option Transport et logistique (Mons) [[en-prog-2018-gest2m-lgest563o.html](#)]
 - > Option Entrepreneurship (Mons) [[en-prog-2018-gest2m-lgest564o.html](#)]
 - > Option Decision Marketing (Mons) [[en-prog-2018-gest2m-lgest591o.html](#)]
 - > Option Immersion professionnelle en digital marketing (Mons) [[en-prog-2018-gest2m-lgest565o.html](#)]
 - > Option Financial Management (Mons) [[en-prog-2018-gest2m-lgest579o.html](#)]
 - > Option Révisorat et expertise comptable (Mons) [[en-prog-2018-gest2m-lgest590o.html](#)]
 - > Option Marketing Communication (Mons) [[en-prog-2018-gest2m-lgest568o.html](#)]
- > EXCHANGE [[en-prog-2018-gest2m-lgest353r.html](#)]

Special programs

- > Track Financial Management [120] - Double degree UCL-ICHEC [[en-prog-2018-gest2m-lgest354r.html](#)]
- > CEMS Programme [[en-prog-2018-gest2m-lgest355r.html](#)]

GEST2M Detailed programme

Programme by subject

CORE COURSES [30.0]

- Mandatory
△ Courses not taught during 2018-2019
⊕ Periodic courses taught during 2018-2019
⊗ Optional
⊖ Periodic courses not taught during 2018-2019
■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
○ LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q		x
○ LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q		x

○ Internship (10 credits)

⊗ LLSMD2915	Internship with coaching		30h	10 Credits	2q		x
⊗ LLSMD2916	International Internship with coaching <i>Only for IB students</i>	Christophe Lejeune	30h	10 Credits	2q		x

⊗ Cours au choix (à la place du stage) pour les étudiants CPME (10 credits)

L'étudiant CPME qui ne souhaite pas faire de stage doit obligatoirement choisir 2 cours parmi la liste ci-dessous :

⊗ LLSMX2001	Regenerative Economy	Yves De Rongé Guibert del Marmol	30h	5 Credits	1q		x
⊗ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q		x
⊗ LLSMS2080	International Entrepreneurship (in English) <i>Attention : Sélection des étudiants sur dossier</i>	Frank Janssen	30h+30h	5 Credits	2q		x
⊗ LLSMS2081	Strategic Management of Start ups (in English)	Bartholomeus Kamp Bryan Toney	30h+30h	5 Credits	2q		x
⊗ LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q		x
⊗ LFSA2212	Innovation classes <i>Attention : sélection des étudiants sur dossier</i>	Pierre Latteur Benoît Macq Jean-Pierre Raskin (compensates Pierre Latteur) Benoît Raucent	30h+15h	5 Credits	1q		x

LIST OF FOCUSES

- > Finalité spécialisée [en-prog-2018-gest2m-lgest321s]
> Finalité approfondie [en-prog-2018-gest2m-lgest202a]

FINALITÉ SPÉCIALISÉE [30.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
 Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The professional focus courses are organised during the 6 first weeks of each term.

						Year	
						1	2
<input checked="" type="radio"/> LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	

Corporate social responsibility (4 credits)

un cours parmi :

<input checked="" type="radio"/> LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2098	Corporate Social Responsibility (Names from A to E)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2099	Corporate Social Responsibility (Names from F to N)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2398	Corporate Social Responsibility (Names from O to Z)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	

Advanced Strategic Marketing (5 credits)

1 cours parmi :

<input checked="" type="radio"/> LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	1q	x	

Corporate Finance (5 credits)

1 cours parmi :

<input checked="" type="radio"/> LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2120	Corporate Finance (Names from L to Z)	Bruno Colmant Philippe Grégoire Anh Nguyen	30h	5 Credits	1q	x	

Seminar (3 credits)

un cours parmi :

<input checked="" type="radio"/> LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	2q	x	
<input checked="" type="radio"/> LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	2q	x	

Management Accounting (5 credits)

1 cours parmi :

						Year	
						1	2
⊗ LLSMS2101	Advanced Cost Management (Names from A to K)	Kim Adamsen Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	
⊗ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	

o Advanced Human Resource and Organisation Management (5 credits)

un cours parmi :

⊗ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Ina Aust-Gronarz Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	
⊗ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	

FINALITÉ APPROFONDIE [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

The research focus of 30 credits is centered on the epistemological and methodological training for research in management sciences. The student can also have the opportunity to participate to a research internship at a research center linked to the LSM. He may also write a research master's thesis that consists of either a state of literature and the design of a research project, either a first preliminary empirical research in a PhD.

						Year	
						1	2
● LLSMA2001	Epistemology of Management (in English)	Matthieu de Nanteuil	30h	5 Credits	2q	x	
● LLSMA2002	Research Methods	Philippe Chevalier Alain Decrop Assaad El Akremi	60h	10 Credits	1q	x	
● LLSMA2005	Reading Seminar			5 Credits	1 + 2q	x	
● LLSMA2006	Theories of Organizations in Management	Régis Coeurderoy	30h	5 Credits	2q	x	
● LLSMA2007	Communication and Writing Skills	Manuel Kolp Valérie Swaen	30h	5 Credits	2q	x	

OPTIONS**MAJORS**

- > Majeure Management humain et intervention dans les organisations (LLN) [en-prog-2018-gest2m-lgest430o]
- > Major European Business (LLN) [en-prog-2018-gest2m-lgest421o]
- > Majeure Corporate Finance (LLN) [en-prog-2018-gest2m-lgest442o]
- > Major International Finance (LLN) [en-prog-2018-gest2m-lgest432o]
- > Major Marketing Strategy for Connected Brands (LLN) [en-prog-2018-gest2m-lgest451o]
- > Major Consumer Insights (LLN) [en-prog-2018-gest2m-lgest452o]
- > Philippe de Woot Major in Corporate Sustainable Management (LLN) [en-prog-2018-gest2m-lgest470o]
- > Formation interdisciplinaire en création d'entreprise CPME (LLN) [en-prog-2018-gest2m-lgest424o]
- > Major International Business (LLN) [en-prog-2018-gest2m-lgest425o]
- > Major Financial Management (Mons) [en-prog-2018-gest2m-mgest441o]
- > Majeure Révisorat et expertise comptable (Mons) [en-prog-2018-gest2m-mgest443o]
- > Majeure Décisions marketing tactiques et digitales (Mons) [en-prog-2018-gest2m-mgest453o]

LSM COURSES (if no exchange)

- > International Strategic Management course [en-prog-2018-gest2m-lgest570o]
- > Elective courses [en-prog-2018-gest2m-lgest557o]
- > Compulsory language course [en-prog-2018-gest2m-lgest571o]

OPTIONS (alternative à l'échange)

- > Option Management humain et intervention dans les organisations (LLN) [en-prog-2018-gest2m-lgest558o]
- > Option Corporate Finance (LLN) [en-prog-2018-gest2m-lgest560o]
- > Option International Finance (LLN) [en-prog-2018-gest2m-lgest594o]
- > Option Marketing Strategy for Connected Brands (LLN) [en-prog-2018-gest2m-lgest561o]
- > Option Consumer Insights (LLN) [en-prog-2018-gest2m-lgest562o]
- > Option Corporate Sustainable Management (LLN) [en-prog-2018-gest2m-lgest589o]
- > Option Sourcing and Procurement (LLN) [en-prog-2018-gest2m-lgest592o]
- > Option Transport et logistique (Mons) [en-prog-2018-gest2m-lgest563o]
- > Option Entrepreneurship (Mons) [en-prog-2018-gest2m-lgest564o]
- > Option Decision Marketing (Mons) [en-prog-2018-gest2m-lgest591o]
- > Option Immersion professionnelle en digital marketing (Mons) [en-prog-2018-gest2m-lgest565o]
- > Option Financial Management (Mons) [en-prog-2018-gest2m-lgest579o]
- > Option Révisorat et expertise comptable (Mons) [en-prog-2018-gest2m-lgest590o]
- > Option Marketing Communication (Mons) [en-prog-2018-gest2m-lgest568o]

EXCHANGE

MAJORS

The major courses are organised during the 6 last weeks of each term.

MAJEURE MANAGEMENT HUMAIN ET INTERVENTION DANS LES ORGANISATIONS (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Quadrimestre 1

● LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard Anne Rousseau	30h	5 Credits	1q	x	
● LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux Thomas Périlleux	30h	5 Credits	1q	x	
● LLSMF2007	Change Management (in French)	Nathalie Guilmot Alain Vas	30h	5 Credits	1q	x	

o Term 2

● LLSMS2071	Organizational Behaviour (in French)	Marie Antoine	30h	5 Credits	2q	x	
● LLSMS2073	Human Resources Strategic Management (in French)	Laurent Taskin	30h	5 Credits	2q	x	
● LLSMS2074	Contemporary Issues in Human Resources (in French)	Farid Ben Hassel Philippe Depaepe	30h	5 Credits	2q	x	

MAJOR EUROPEAN BUSINESS (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Quadrimestre 1

● LLSMS2018	European Corporate Governance (in English)	Karine Cerrada Cristia Philippe Lambrecht	30h	5 Credits	1q	x	
● LLSMS2060	European Economic Policy (in English)	Eric Cornuel Didier Reynders	30h	5 Credits	1q	x	
● LLSMS2064	European Public Affairs (in English)	Jean-Christophe Defraigne	30h	5 Credits	1q	x	

o Quadrimestre 2

● LLSMS2061	Corporate Strategy in Europe	Guilhem Bascle	30h	5 Credits	2q	x	
● LLSMS2062	Management of European Companies (Business Cases)	Eric Cornuel	30h	5 Credits	2q	x	
● LLSMS2063	Industrial Relations in Europe (in English)	Maria Jepsen Evelyne Léonard Philippe Pochet	30h	5 Credits	2q	x	

MAJEURE CORPORATE FINANCE (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
● LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q	x	
● LLSMS2108	International Financial Management (in English)	Pascal Hubinont	30h	5 Credits	1q	x	

o Term 2

● LLSMS2009	Risk Management of Financial Institutions	Luc Henrard	30h	5 Credits	2q	x	
● LLSMS2110	Advanced Corporate Finance	Yue Zhang	30h	5 Credits	2q	x	
● LLSMS2118	Project Evaluation	Leonardo Iania	30h	5 Credits	2q	x	

MAJOR INTERNATIONAL FINANCE (LLN) [30.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
 Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

Course Code	Course Title	Instructor	Hours	Credits	Period	Year 1	Year 2
LLSMS2223	Principles of banking and finance	Tom Dechaene Marco Valerio Geraci Leonardo Iania	30h	5 Credits	1q	x	x
LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q	x	x
LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q	x	x

o Term 2

LLSMS2128	Central banking, financial regulation, supervision	Luc Henrard	30h	5 Credits	2q	x	x
LLSMS2140	International corporate finance	Yue Zhang	30h	5 Credits	2q	x	x
LLSMS2029	International financial management	Denis Knaepen	30h	5 Credits	2q	x	x

MAJOR MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)**[30.0]**

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● LLSMS2000	Marketing Research	Nadia Steils Valérie Swaen	30h	5 Credits	1q	x	
● LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q	x	
● LLSMS2007	New Business Models and E-commerce	Paul Belleflamme Olivier de Broqueville	30h	5 Credits	1q	x	

o Term 2

● LLSMS2003	Brand Management (in English)	Isabelle Schuiling	30h	5 Credits	2q	x	
● LLSMS2004	Big Data/Data Mining Applied to Marketing	Ludovic Chevalier	30h	5 Credits	2q	x	
● LLSMS2006	On-line and Off-line Communication Strategies	Karine Charry	30h	5 Credits	2q	x	

MAJOR CONSUMER INSIGHTS (LLN) [30.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
 Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

<input checked="" type="radio"/> LLSMS2001	Consumer behaviour (in French)	Nicolas Kervyn de Meerendré	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2021	Managing Brand Equity	Thierry Jupsin Valérie Swaen	30h	5 Credits	1q	x	
<input checked="" type="radio"/> LLSMS2024	Analyzing, predicting and optimizing consumers's reactions (in French)	Gordy Pleyers	30h	5 Credits	1q	x	

o Term 2

<input checked="" type="radio"/> LLSMS2022	Customer Relationship Management(CRM)	Nicolas Kervyn de Meerendré	30h	5 Credits	2q	x	
<input checked="" type="radio"/> LLSMS2023	Ethical and Sustainable Consumption	Coline Ruwet Valérie Swaen	30h	5 Credits	2q	x	
<input checked="" type="radio"/> LLSMS2005	Surveying consumers to drive successful marketing (in French)	Gordy Pleyers	30h	5 Credits	2q	x	

PHILIPPE DE WOOT MAJOR IN CORPORATE SUSTAINABLE MANAGEMENT (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q	x	
● LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q	x	
● LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas Leonardo Iania Anh Nguyen	30h	5 Credits	1q	x	

o Term 2

● LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz Dominique Dussard Corentin Hericher Emmanuel Mossay	30h	5 Credits	2q	x	
● LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	30h	5 Credits	2q	x	
● LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q	x	

FORMATION INTERDISCIPLINAIRE EN CRÉATION D'ENTREPRISE CPME (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● LCPME2001	Entrepreneurship Theory (in French)	Frank Janssen	30h+20h	5 Credits	1q	x	
● LCPME2002	Managerial, legal and economic aspects of the creation of a company (in French)	Yves De Cordt Marine Falize	30h+15h	5 Credits	1q	x	

o Cours au choix CPME (5 credits)

Un cours parmi :

⊗ LLSMX2001	Regenerative Economy	Yves De Rongé Guibert del Marmol	30h	5 Credits	1q	x	
⊗ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	

o Term 2

● LCPME2003	Business plan of the creation of a company (in French) <i>test</i>	Julie Hermans Frank Janssen	30h+15h	5 Credits	2q		x
● LCPME2004	Advanced seminar on Entrepreneurship (in French)	Roxane De Hoe Frank Janssen	30h+15h	5 Credits	2q		x

o Cours au choix CPME (5 credits)

1 cours parmi :

⊗ LLSMS2080	International Entrepreneurship (in English) <i>Attention : sélection des étudiants sur dossier</i>	Frank Janssen	30h+30h	5 Credits	2q	x	
⊗ LLSMS2081	Strategic Management of Start ups (in English)	Bartholomeus Kamp Bryan Toney	30h+30h	5 Credits	2q	x	
⊗ LCPME2005	Social and Sustainable Entrepreneurship	Frédéric Dufays	30h	5 Credits	2q	x	
⊗ LSST1001	IngénieuxSud	Jean-Pierre Raskin	15h+45h	5 Credits	1 + 2q	x	

MAJOR INTERNATIONAL BUSINESS (LLN) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
● LLSMS2108	International Financial Management (in English)	Pascal Hubinont	30h	5 Credits	1q	x	
● LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q	x	

o Term 2

● LLSMS2063	Industrial Relations in Europe (in English)	Maria Jepsen Evelyne Léonard Philippe Pochet	30h	5 Credits	2q	x	
● LLSMS2065	Cross Cultural Competences and Management (in English)	Ina Aust-Gronarz	30h	5 Credits	2q	x	
● LLSMS2114	Entrepreneurship (CEMS)	Julie Hermans Frank Janssen	30h	5 Credits	2q	x	

MAJOR FINANCIAL MANAGEMENT (MONS) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q	x	
● MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q	x	
● MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten Frédéric Vrins	30h	5 Credits	1q	x	

o Term 2

● MLSMM2125	Portfolio Management	Catherine D'Hondt	30h	5 Credits	2q	x	
● MLSMM2126	Risk Management and Financial Institutions	Isabelle Platten Pascal Van Wynendaele	30h	5 Credits	2q	x	
● MLSMM2124	Behavioural Finance	Rudy De Winne	30h	5 Credits	2q	x	

MAJEURE RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● MLSMM2141	Contrôle interne et gestion des risques	Bénédicte Vessié	45h	6 Credits	1q	x	
● MLSMM2143	Règles d'évaluation	Anne-Catherine Provost	30h	5 Credits	1q	x	
● MLSMM2142	Droit comptable	Yvan Stempniewsky	30h	4 Credits	1q	x	

o Term 2

● MLSMM2145	IAS and IFRS	Yvan Stempniewsky	45h	6 Credits	2q	x	
● MLSMM2146	Normes comptables internationales de consolidation	Bénédicte Vessié	30h	5 Credits	2q	x	
● MLSMM2144	Droit des sociétés approfondi et gouvernance d'entreprise	Werner Derijcke	30h	4 Credits	2q	x	

MAJEURE DÉCISIONS MARKETING TACTIQUES ET DIGITALES (MONS) [30.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Term 1

● MLSMM2131	Distribution	Caroline Ducarroz Nadia Sinigaglia	30h	5 Credits	1q	x	
● MLSMM2132	Price Management	Caroline Ducarroz Nadia Sinigaglia	30h	5 Credits	1q	x	
● MLSMM2133	Product and Innovation	Nadia Sinigaglia	30h	5 Credits	1q	x	

o Term 2

● MLSMM2134	E-comportement du consommateur	Karine Charry	30h	5 Credits	2q	x	
● MLSMM2136	Tendances en Digital Marketing	Ingrid Poncin	30h	5 Credits	2q	x	
● MLSMM2135	Méthodes et modèles en marketing	Caroline Ducarroz	30h	5 Credits	2q	x	

LSM COURSES (IF NO EXCHANGE) [15.0]

Les étudiants qui ne partent pas en échange devront s'inscrire au cours d'International strategic management (5 crédits), au cours de langue obligatoire (5 crédits), à un cours parmi la liste de cours au choix (5 crédits) ainsi qu'à une option (15 crédits).

INTERNATIONAL STRATEGIC MANAGEMENT COURSE [5.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/>	LLSMS2103	International Strategic Management (Names from A to K)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q	x
<input type="radio"/>	LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q	x

ELECTIVE COURSES [5.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/>	LLSMF2009	Taxation (in French)	Marcel Gérard Marie Lamensch	30h	5 Credits	1q	x
<input type="radio"/>	LLSMS2090	Risk Management, Internal Control and Auditing	Loïc Decaux Gerrit Sarens	30h	5 Credits	1q	x
<input type="radio"/>	LLSMX2001	Regenerative Economy	Yves De Rongé Guibert del Marmol	30h	5 Credits	1q	x

COMPULSORY LANGUAGE COURSE [5.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> Cours de néerlandais (5 credits)							

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

<input type="radio"/>	LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Marlène Vrancx	22.5h	5 Credits	1q	x
<input type="radio"/>	LMULT2434	Oral business communication techniques in Dutch (Part 1) <i>Compulsory attendance, limited access (max. 10 students)</i>	Anne Goedgezelschap	15h+15h	5 Credits	1q	x

							Year	
							1	2
⊗ LMULT2431	Economic, legal, social and political issues in Dutch-speaking countries <i>Compulsory attendance, limited access (max. 10 students)</i>	Philippe Hiligsmann	30h+15h	5 Credits	1q		x	
⊗ LNEER2600	Seminar of entry to professional life in Dutch - Upper-Intermediate level <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.)	30h	5 Credits	1 ou 2q		x	
⊗ LNEER1532	Interactive economic Dutch - Higher intermediate level <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Marie-Laurence Lambrecht Joos Neven (compensates Marie-Laurence Lambrecht) Marie Van Reet Marianne Verhaert (coord.)	60h	5 Credits	1 + 2q		x	
⊗ LKUL2094	Belasting op de toegevoegde waarde (B-KUL-C05B1A)		39h	5 Credits	1q		x	
⊗ LKUL2095	Arbeidsrecht en onderneming (B-KUL-C08I7A)		39h	5 Credits	1q		x	
⊗ LKUL2096	Vennootschapsbelasting (B-KUL-C05B0A)		39h	5 Credits	1q		x	
⊗ LKUL2098	Management van personeelsstromen (B-KUL-D0R25A)		39h	5 Credits	1q		x	

⊗ English courses (5 credits)

One course to choose among the list below. Please check the course schedule before making a choice.

⊗ LANGL1700L	Advanced English - L <i>4 groups of max. 25 students/group (see ILV for details and registration)</i>	Nicholas Gibbs Katherine Opello (coord.)	30h	5 Credits	1q		x
⊗ LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	Sylvie De Cock	22.5h	5 Credits	1q		x
⊗ LMULT2421	Economic, legal, social and political issues in English-speaking countries <i>Compulsory attendance, limited access (max. 15 students)</i>	Paul Arblaster	30h+15h	5 Credits	1q		x
⊗ LMULT2424	Oral business communication techniques in English (Part 1) <i>Compulsory attendance, limited access (max. 15 students)</i>	Sylvie De Cock	15h+15h	5 Credits	1q		x

⊗ Cours d'allemand (5 credits)

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

⊗ LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce Collard	22.5h	5 Credits	1q		x
⊗ LMULT2411	Economic, legal, social and political issues in German-speaking countries <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	1q		x
⊗ LMULT2414	Oral business communication techniques in German 1 <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	1q		x
⊗ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	1q		x

⊗ Cours d'espagnol (5 credits)

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

⊗ LESPA2600	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	1q		x
⊗ LESPA2601	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	1q		x
⊗ LESPA1500	Spanish Advanced level (B1.2, B2.1) <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez Carmen Vallejo Villamor (coord.)	45h	5 Credits	1q		x

Year

1 2

⌘ French courses (5 credits)

Only for non native French speakers. One course to be chosen among the list below. Please check the course schedule before making a choice.

⌘ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	1q	x
⌘ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Françoise Masuy (coord.) Emmanuelle Rassart	30h	5 Credits	1 ou 2q Δ	x

OPTIONS (ALTERNATIVE À L'ÉCHANGE) [15.0]

Les étudiants qui ne partent pas en échange devront s'inscrire à une option (15 crédits) ainsi qu'au cours d'International strategic management (5 crédits), au cours obligatoire de langue (5 crédits) et à un cours parmi la liste de cours au choix (5 crédits)

OPTION MANAGEMENT HUMAIN ET INTERVENTION DANS LES ORGANISATIONS (LLN) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2070	Organizational Diagnostic (in French)	Evelyne Léonard Anne Rousseau	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2072	Clinical Sociology of work (in French)	John Cultiaux Thomas Périlleux	30h	5 Credits	1q		x
<input type="radio"/> LLSMF2007	Change Management (in French)	Nathalie Guilmot Alain Vas	30h	5 Credits	1q		x

OPTION CORPORATE FINANCE (LLN) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2108	International Financial Management (in English)	Pascal Hubinont	30h	5 Credits	1q		x

OPTION INTERNATIONAL FINANCE (LLN) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019

- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2223	Principles of banking and finance	Tom Dechaene Marco Valerio Geraci Leonardo Iania	30h	5 Credits	1q		x

OPTION MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)**[15.0]**

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2000	Marketing Research	Nadia Steils Valérie Swaen	30h	5 Credits	1q		x
● LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q		x
● LLSMS2007	New Business Models and E-commerce	Paul Belleflamme Olivier de Broqueville	30h	5 Credits	1q		x

OPTION CONSUMER INSIGHTS (LLN) [15.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2001	Consumer behaviour (in French)	Nicolas Kervyn de Meerendré	30h	5 Credits	1q		x
● LLSMS2021	Managing Brand Equity	Thierry Jupsin Valérie Swaen	30h	5 Credits	1q		x
● LLSMS2024	Analyzing, predicting and optimizing consumers's reactions (in French)	Gordy Pleyers	30h	5 Credits	1q		x

OPTION CORPORATE SUSTAINABLE MANAGEMENT (LLN) [15.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q		x
● LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q		x
● LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas Leonardo Iania Anh Nguyen	30h	5 Credits	1q		x

OPTION SOURCING AND PROCUREMENT (LLN) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> LLSMS2036	Supply Chain Procurement	Per Joakim Agrell Constantin Blome	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2037	Sourcing Strategy	Constantin Blome Michael Henke	30h	5 Credits	1q		x
<input type="radio"/> LLSMS2038	Procurement Organisation and Scope	Constantin Blome Antony Paulraj	30h	5 Credits	1q		x

OPTION TRANSPORT ET LOGISTIQUE (MONS) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MLSMM2253	Transport and mobility	Bart Jourquin	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2252	Supply Chain Management	Jean-Sébastien Tancrez	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2251	Modélisation des systèmes de transport	Bart Jourquin	30h	5 Credits	1q		x

OPTION ENTREPRENEURSHIP (MONS) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MLSMM2263	Savoir entreprendre	Amélie Jacquemin	30h	5 Credits	1q		x
<input type="radio"/> MHELH2262	Entrepreneuriat technologique	Karl Colin Julie Hermans	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2261	Entrepreneuriat collectif	Julie Hermans	30h	5 Credits	1q		x

OPTION DECISION MARKETING (MONS) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MLSMM2131	Distribution	Caroline Ducarroz Nadia Sinigaglia	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2132	Price Management	Caroline Ducarroz Nadia Sinigaglia	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2133	Product and Innovation	Nadia Sinigaglia	30h	5 Credits	1q		x

OPTION IMMERSION PROFESSIONNELLE EN DIGITAL MARKETING (MONS) [25.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MLSMM2231	Digital Data Analysis <i>Cette activité se déroule au second quadrimestre en parallèle de MLSMM2233 Immersion professionnelle 2 - mise en oeuvre.</i>	Marco Ongaro	30h	5 Credits	2q		x
<input type="radio"/> MLSMM2232	Immersion professionnelle 1 - diagnostic	Karine Charry Ingrid Poncin	30h	10 Credits	1q		x
<input type="radio"/> MLSMM2233	Immersion professionnelle 2 - mise en oeuvre <i>Cette activité remplace le stage obligatoire de Master pour l'étudiant inscrit à cette option.</i>	Karine Charry Ingrid Poncin	30h	10 Credits	2q		x

OPTION FINANCIAL MANAGEMENT (MONS) [15.0]

- Mandatory
 Courses not taught during 2018-2019
 Periodic courses taught during 2018-2019
- Optional
 Periodic courses not taught during 2018-2019
 Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
<input type="radio"/> MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q		x
<input type="radio"/> MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten Frédéric Vrins	30h	5 Credits	1q		x

OPTION RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [15.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● MLSMM2247	Audit et compétences professionnelles	Bénédicte Vessié	45h	6 Credits	1q		x
● MLSMM2249	International Standards on Auditing	Bénédicte Vessié	30h	5 Credits	1q		x
● MLSMM2248	Droit de l'entreprise en difficulté	Raphaël Gevers	30h	4 Credits	1q		x
⊗ MLSMM2140	Déontologie et exigences légales du contrôle <i>Cours pris en compte pour les dispenses IRE.</i>	Victor Collin Bernard Vandendorre	45h	6 Credits	1q	x	x

OPTION MARKETING COMMUNICATION (MONS) [15.0]

● Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

						Year	
						1	2
● MCOMU2202	Marketing Communications	Karine Charry	30h	5 Credits	1q		x
● MCOMU2203	Processus de création publicitaire	Marc Soumillion	30h	5 Credits	1q		x
● MCOMU2204	Methodology of the marketing communication	Karine Charry Christine Jean (compensates Karine Charry) Ingrid Poncin	30h	5 Credits	1q		x

EXCHANGE

Les étudiants qui partent en échange doivent s'inscrire à leurs cours (minimum 30 crédits) via Mobi. Informations sur les échanges : <https://uclouvain.be/en/faculties/lsm/erasmus-other-exchanges.html>

Alternatives

> [Track Financial Management \[120\] - Double degree UCL-ICHEC](#) [en-prog-2018-gest2m-lgest354r]

> [CEMS Programme](#) [en-prog-2018-gest2m-lgest355r]

TRACK FINANCIAL MANAGEMENT [120] - DOUBLE DEGREE UCL-ICHEC [120.0]

○ Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Year

1 2

o Bloc annuel 1 (60 credits)

○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	
○ LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	2q	x	

o Corporate Social Responsibility (LLN) (4 credits)

Un cours parmi :

⊗ LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q	x	
⊗ LLSMS2098	Corporate Social Responsibility (Names from A to E)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
⊗ LLSMS2099	Corporate Social Responsibility (Names from F to N)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	
⊗ LLSMS2398	Corporate Social Responsibility (Names from O to Z)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	

o Corporate Finance (LLN) (5 credits)

Un cours parmi :

⊗ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen	30h	5 Credits	1q	x	
⊗ LLSMS2120	Corporate Finance (Names from L to Z)	Bruno Colmant Philippe Grégoire Anh Nguyen	30h	5 Credits	1q	x	

o Advanced Strategic Marketing (LLN) (5 credits)

Un cours parmi :

⊗ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
⊗ LLSMS2122	Advanced Strategic Marketing (Names from L to Z)	Nicolas Lambert	30h	5 Credits	1q	x	

o Majeure Financial Management (Mons) (30 credits)

○ MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q	x	
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q	x	
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten Frédéric Vrins	30h	5 Credits	1q	x	
○ MLSMM2125	Portfolio Management	Catherine D'Hondt	30h	5 Credits	2q	x	
○ MLSMM2126	Risk Management and Financial Institutions	Isabelle Platten Pascal Van Wynendaele	30h	5 Credits	2q	x	
○ MLSMM2124	Behavioural Finance	Rudy De Winne	30h	5 Credits	2q	x	

o Management Accounting (LLN) (5 credits)

Un cours parmi :

⊗ LLSMS2101	Advanced Cost Management (Names from A to K)	Kim Adamsen Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	
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						Year	
						1	2
⊗ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	

o Advanced Human Resource and Organisation Management (LLN) (5 credits)

Un cours parmi :

⊗ LLSMS2104	Advanced Human Resource and Organisation Management (Names from A to K)	Ina Aust-Gronarz Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	
⊗ LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	

o Bloc annuel 2 (60 credits)

o LLSMF2009	Taxation (in French)	Marcel Gérard Marie Lamensch	30h	5 Credits	1q		x
o LLSMD2915	Internship with coaching		30h	10 Credits	2q		x
o LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q		x x
o LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q		x x

o International Strategic Management course (LLN) (5 credits)

o LLSMS2103	International Strategic Management (Names from A to K)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x
o LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x

o Cours de langue obligatoire (5 credits)

⊗ Cours de néerlandais (5 credits)

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

⊗ LMULT2233	Reading comprehension and vocabulary extension: economic and commercial texts in Dutch	Marlène Vrancx	22.5h	5 Credits	1q		x
⊗ LMULT2434	Oral business communication techniques in Dutch (Part 1) <i>Compulsory attendance, limited access (max. 10 students)</i>	Anne Goedgezelschap	15h+15h	5 Credits	1q		x
⊗ LMULT2431	Economic, legal, social and political issues in Dutch-speaking countries <i>Compulsory attendance, limited access (max. 10 students)</i>	Philippe Hiligsmann	30h+15h	5 Credits	1q		x
⊗ LNEER2600	Seminar of entry to professional life in Dutch - Upper-Intermediate level <i>Limited access (see ILV)</i>	Isabelle Demeulenaere (coord.)	30h	5 Credits	1 ou 2q		x
⊗ LNEER1532	Interactive economic Dutch - Higher intermediate level <i>Limited access (see ILV)</i>	Hilde Bosmans Katrien De Rycke Marie-Laurence Lambrecht Joos Neven (compensates Marie-Laurence Lambrecht) Marie Van Reet Marianne Verhaert (coord.)	60h	5 Credits	1 + 2q		x
⊗ LKUL2094	Belasting op de toegevoegde waarde (B-KUL-C05B1A)		39h	5 Credits	1q		x
⊗ LKUL2095	Arbeidsrecht en onderneming (B-KUL-C0817A)		39h	5 Credits	1q		x
⊗ LKUL2096	Vennootschapsbelasting (B-KUL-C05B0A)		39h	5 Credits	1q		x
⊗ LKUL2098	Management van personeelsstromen (B-KUL-D0R25A)		39h	5 Credits	1q		x

⊗ English courses (5 credits)

One course to choose among the list below. Please check the course schedule before making a choice.

							Year	
							1	2
⊗ LANGL1700L	Advanced English - L <i>4 groups of max. 25 students/group (see ILV for details and registration)</i>	Nicholas Gibbs Katherine Opello (coord.)	30h	5 Credits	1q			x
⊗ LMULT2223	Reading comprehension and vocabulary extension: economic and commercial texts in English	Sylvie De Cock	22.5h	5 Credits	1q			x
⊗ LMULT2421	Economic, legal, social and political issues in English-speaking countries <i>Compulsory attendance, limited access (max. 15 students)</i>	Paul Arblaster	30h+15h	5 Credits	1q			x
⊗ LMULT2424	Oral business communication techniques in English (Part 1) <i>Compulsory attendance, limited access (max. 15 students)</i>	Sylvie De Cock	15h+15h	5 Credits	1q			x

⊗ Cours d'allemand (5 credits)

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

⊗ LMULT2213	Reading comprehension and vocabulary extension: economic and commercial texts in German	Marie-Luce Collard	22.5h	5 Credits	1q			x
⊗ LMULT2411	Economic, legal, social and political issues in German-speaking countries <i>Compulsory attendance. Limited access (max. 5 students)</i>	Dany Etienne	30h+15h	5 Credits	1q			x
⊗ LMULT2414	Oral business communication techniques in German 1 <i>Compulsory attendance. Limited access (max. 5 students)</i>	Hedwig Reuter	15h+15h	5 Credits	1q			x
⊗ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 <i>Limited access (see ILV)</i>	Ann Rinder (coord.)	30h	5 Credits	1q			x

⊗ Cours d'espagnol (5 credits)

Un cours à choisir parmi la liste ci-dessous. Veuillez vérifier les horaires avant de faire votre choix.

⊗ LESPA2600	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	1q			x
⊗ LESPA2601	Vocational Induction Seminar - Spanish (B2.2/C1) <i>Limited access (max. 7 students). Please contact the professor in order to check your language level.</i>	Paula Lorente Fernandez (coord.)	30h	5 Credits	1q			x
⊗ LESPA1500	Spanish Advanced level (B1.2 , B2.1) <i>Limited access (max. 10 students). Please contact the professor in order to check your language level.</i>	Alicia Maria Tirado Fernandez Carmen Vallejo Villamor (coord.)	45h	5 Credits	1q			x

⊗ French courses (5 credits)

Only for non native French speakers. One course to be chosen among the list below. Please check the course schedule before making a choice.

⊗ LFRAN1405	French - Upper Intermediate Level (B2) - Le français, langue universitaire <i>Limited access (see ILV)</i>	Emmanuelle Rassart (coord.)	30h	5 Credits	1q			x
⊗ LFRAN1505	French - Advanced level (C1) - "Professional Communication Strategies" <i>Limited access (see ILV)</i>	Françoise Masuy (coord.) Emmanuelle Rassart	30h	5 Credits	1 ou 2q Δ			x

○ Option Advanced Financial Analysis (ICHEC) (15 credits)

○ LICHE2210	Alternative Investments and Advanced Portfolio Management		30h	5 Credits	1q			x
○ LICHE2230	Advanced Financial Analysis and Reporting		30h	5 Credits	1q			x
○ LICHE2240	Ethics in Finance		30h	5 Credits	1q			x

CEMS PROGRAMME

○ Mandatory

Δ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

Admission based on the Cems Application Form and Interview. Infos : www.uclouvain.be/en/faculties/lsm/cems.html

o CEMS Annual Block 1

All four courses have to be taken. Please do not pay attention to the alphabetical order of some mandatory courses (it does not apply to CEMS students).

o LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
o LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen	30h	5 Credits	1q	x	
o LLSMS2090	Risk Management, Internal Control and Auditing	Loïc Decaux Gerrit Sarens	30h	5 Credits	1q	x	
o LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	

o Corporate Social Responsibility (4 credits)

1 course between :

o LLSMS2397	Corporate Social Responsibility	Sabine Denis	30h	4 Credits	1q	x	
o LLSMS2098	Corporate Social Responsibility (Names from A to E)	Carlos Desmet Vincent Truyens	30h	4 Credits	1q	x	

o CEMS Option (15 credits)

All three courses have to be taken.

o LLSMS2111	International Business (in English)	Christophe Brognaux Sunita Malhotra Frédéric Pouchain	30h	5 Credits	1q	x	x
o LCEMS2108	International Financial Management for CEMS	Denis Knaepen	30h	5 Credits	1q	x	
o LLSMS2109	International Marketing Management (in English)	Isabelle Schuiling	30h	5 Credits	1q	x	

o Seminar (3 credits)

1 course between :

o LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	2q	x	
o LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	2q	x	

o Cems Activities (20 credits)

1 course to choose between LLSMS2121 and LLSMF2026. All three courses/activities have to be taken.

o LLSMS2124	Advanced Human Resource and Organisation Management (Names from L to Z)	Gaëtan Bonny Eline Jammaers	30h	5 Credits	2q	x	
o LCEMS2915	CEMS Internship			10 Credits	2q	x	
o LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x	
o LLSMF2026	Performance Management (Names from L to Z)	Kim Adamsen Gerrit Sarens Vincent Vanderborght	30h	5 Credits	2q	x	x

o CEMS Annual Block 2

o LLSMD2901	Final Master's Thesis			18 Credits	1 + 2q	x	
o LLSMD2094	Master's Thesis Seminar	Chantal de Moerloose	30h	2 Credits	1 + 2q	x	x

o CEMS LSM Q3 Courses (18 credits)

Cems Students who will be at LSM during Q3 need to take 1 full option (15 ECTS credits) among those here below as well as the CEMS LSM Q3 courses (18 ECTS credits).

o LLSMS2116	Innovation and Corporate Strategy (CEMS)	Benoît Gailly	30h	5 Credits	1q	x	
o LLSMX2001	Regenerative Economy	Yves De Rongé Guibert del Marmol	30h	5 Credits	1q	x	

						Year	
						1	2
○ LCEMS2341	Block Seminar (CEMS)			3 Credits	1q		x
○ LLSMS2123	International Strategic Management (Names L-Z)	Tanguy De Jaegere Valérie Duplat Thomas Lederer Bernard Paque	30h	5 Credits	1q		x

○ Q3 LSM Option (15 credits)

1 option among :

⊗ Option Corporate Finance (LLN) (15 credits)

○ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	x
○ LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q	x	x
○ LLSMS2108	International Financial Management (in English)	Pascal Hubinont	30h	5 Credits	1q	x	x

⊗ Option Corporate sustainable Management (LLN) (15 credits)

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	30h	5 Credits	1q	x	x
○ LLSMS2281	Sustainable Management and Value Chains	Carsten Reuter	30h	5 Credits	1q	x	x
○ LLSMS2282	Finance and Responsible Investment Practices	Christel Dumas Leonardo Iania Anh Nguyen	30h	5 Credits	1q	x	x

⊗ Option Financial Management (Mons) (15 credits)

○ MLSMM2121	Derivative Securities	Isabelle Platten	30h	5 Credits	1q	x	x
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	30h	5 Credits	1q	x	x
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten Frédéric Vrins	30h	5 Credits	1q	x	x

⊗ Option Marketing strategy for connected brands (LLN) (15 credits)

○ LLSMS2000	Marketing Research	Nadia Steils Valérie Swaen	30h	5 Credits	1q	x	x
○ LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q	x	x
○ LLSMS2007	New Business Models and E-commerce	Paul Belleflamme Olivier de Broqueville	30h	5 Credits	1q	x	x

⊗ Option International Finance (LLN) (15 credits)

○ LLSMS2223	Principles of banking and finance	Tom Dechaene Marco Valerio Geraci Leonardo Iania	30h	5 Credits	1q	x	x
○ LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q	x	x
○ LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q	x	x

○ CEMS LSM Q4 Courses (27 credits)

Cems Students who will be at LSM during Q4 need to take CEMS LSM Q4 courses (27 ECTS credits)

○ LCEMS2343	Responsible Global Leadership Seminar (CEMS)	Carlos Desmet Tatiana Hendrix Gauthier van Eetvelde	30h	2 Credits	2q	x	x
○ LLSMS2117	Business Project (CEMS)	Christophe Lejeune	30h	15 Credits	2q	x	x
○ LLSMS2112	Supply Chain and sourcing	Per Joakim Agrell	30h	5 Credits	2q	x	x
○ LLSMS2066	Cross Cultural Competences and Management for CEMS	Sunita Malhotra	30h	5 Credits	2q	x	x

○ CEMS Seminars

Cems Students need to attend Soft Skills Seminars during both annual blocks.

○ Exchange (30 credits)

Cems Students who will be on exchange need to register for courses on Mob-i. More information on the CEMS LSM guide.

⌘ CEMS Language Courses

Cems students can take CEMS language courses at UCL (ILV) to fulfill the CEMS language requirements. List available on <https://uclouvain.be/en/faculties/lsm/the-cems-mim-programme.html>

Course prerequisites

A document entitled (nb: not available for this programme gest2m) specifies the activities (course units - CU) with one or more prerequisite(s) within the study programme, that is the CU whose learning outcomes must have been certified and for which the credits must have been granted by the jury before the student is authorised to sign up for that activity.

These activities are identified in the study programme: their title is followed by a yellow square.

As the prerequisites are a requirement of enrolment, there are none within a year of a course.

The prerequisites are defined for the CUs for different years and therefore influence the order in which the student can enrol in the programme's CUs.

In addition, when the panel validates a student's individual programme at the beginning of the year, it ensures the consistency of the individual programme:

- It can change a prerequisite into a corequisite within a single year (to allow studies to be continued with an adequate annual load);
- It can require the student to combine enrolment in two separate CUs it considers necessary for educational purposes.

For more information, please consult [regulation of studies and exams](#).

The programme's courses and learning outcomes

For each UCLouvain training programme, a [reference framework of learning outcomes](#) specifies the competences expected of every graduate on completion of the programme. You can see the contribution of each teaching unit to the programme's reference framework of learning outcomes in the document "*In which teaching units are the competences and learning outcomes in the programme's reference framework developed and mastered by the student?*"

GEST2M - Information

Admission

General (<https://uclouvain.be/en/study/inscriptions/admission-requirements-master-s-degree.html>) and specific admission requirements for this program must be satisfied at the time of enrolling at the university.

SUMMARY

- > [Specific Admission Requirements](#)
- > [University Bachelors](#)
- > [Non university Bachelors](#)
- > [Holders of a 2nd cycle University degree](#)
- > [Holders of a non-University 2nd cycle degree](#)
- > [Adults taking up their university training](#)
- > [Access on the file](#)
- > [Admission and Enrolment Procedures for general registration](#)

Specific Admission Requirements

Specific conditions and Admission/registration procedures

I am:

- Holder of a belgian Bachelor university degree in Economics and Management or in Management or in Business Engineering > [direct access](#) > [direct online registration](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of any other belgian bachelor or master university degree > [requirements](#) > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of a belgian bachelor from long type higher education > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of a belgian degree from short type higher education > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of a belgian master university degree (with at least 45 credits of equivalent master courses of the master in management) given the possibility to obtain in one year the master degree in management > [requirements](#) > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Non EU Citizen and holder of a belgian bachelor and/or master university degree > same requirements as for european citizen here > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of a non belgian university degree (whatever your nationality) > [requirements](#) > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)
- Holder of a non belgian master university degree (with at least 45 credits of equivalent master courses of the master in management) given the possibility to obtain in one year the master degree in management > [requirements](#) > [online university application request](#) (<https://uclouvain.be/en/study/inscriptions/futurs-etudiants.html>)

Tuition fees 2018-2019 (<https://uclouvain.be/en/study/inscriptions/tuition-fees.html>)

Direct Access or Access on file ? Check the table here below

I am :

University Bachelors

Diploma	Special Requirements	Access	Remarks
UCLouvain Bachelors			
Bachelors in economics and management sciences Bachelors in management engineering		Direct Access	
Other bachelors	With the minor in management and programme to meet the general access conditions	Based on application: accepted, conditional on further training, or refusal	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.
Others Bachelors of the French speaking Community of Belgium			
Bachelor in Management Science Bachelor in Economics and Management Bachelor in Business Engineering		Direct Access	

Other Bachelors	Program to meet the general access conditions	Based on application: accepted, conditional on further training, or refusal	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.
Bachelors of the Dutch speaking Community of Belgium			
Bachelor in de toegepaste economische wetenschappen Bachelor in handelsingenieur		Direct Access	
Foreign Bachelors			
All Bachelors in Economics and Management or equivalent		Based on application: accepted, conditional on further training, or refusal	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.

Non university Bachelors

> Find out more about [links](https://uclouvain.be/fr/etudier/passerelles) (https://uclouvain.be/fr/etudier/passerelles) to the university

Diploma	Access	Remarks
BA - assistant(e) de direction - EPS - crédits supplémentaires entre 45 et 60 BA - assistant(e) de direction - HE - crédits supplémentaires entre 45 et 60 BA - conseiller(ère) en développement durable - HE - crédits supplémentaires entre 45 et 60 BA en assurances - HE - crédits supplémentaires entre 45 et 60 BA en assurances - EPS - crédits supplémentaires entre 45 et 60 BA en commerce et développement - HE - crédits supplémentaires entre 45 et 60 BA en commerce extérieur - HE - crédits supplémentaires entre 45 et 60 BA en commerce extérieur - EPS - crédits supplémentaires entre 45 et 60 BA en comptabilité - HE - crédits supplémentaires entre 45 et 60 BA en comptabilité - EPS - crédits supplémentaires entre 45 et 60 BA en coopération internationale - EPS - crédits supplémentaires entre 45 et 60 BA en coopération internationale - HE - crédits supplémentaires entre 45 et 60 BA en e-business - HE - crédits supplémentaires entre 45 et 60 BA en e-business - EPS - crédits supplémentaires entre 45 et 60 BA en gestion hôtelière - HE - crédits supplémentaires entre 45 et 60 BA en immobilier - HE - crédits supplémentaires entre 45 et 60 BA en immobilier - EPS - crédits supplémentaires entre 45 et 60 BA en informatique de gestion - EPS - crédits supplémentaires entre 45 et 60 BA en informatique de gestion - HE - crédits supplémentaires entre 45 et 60 BA en management de la logistique - HE - crédits supplémentaires entre 45 et 60 BA en management du tourisme et des loisirs - EPS - crédits supplémentaires entre 45 et 60 BA en management du tourisme et des loisirs - HE - crédits supplémentaires entre 45 et 60 BA en marketing - EPS - crédits supplémentaires entre 45 et 60 BA en marketing - HE - crédits supplémentaires entre 45 et 60 BA en relations publiques - HE - crédits supplémentaires entre 45 et 60 BA en relations publiques - EPS - crédits supplémentaires entre 45 et 60 BA en sciences administratives et gestion publique - HE - crédits supplémentaires entre 45 et 60 BA en sciences administratives et gestion publique - EPS - crédits supplémentaires entre 45 et 60	Les enseignements supplémentaires éventuels peuvent être consultés dans le module complémentaire .	Type court

BA en vente - EPS - crédits supplémentaires entre 45 et 60

 Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
"Licenciés"			
Economics Management Applied Economics Business Engineering		Based on application: accepted, conditional on further training, or refusal	Content of the programme dependent on students' prior studies and their specialisation needs
Autre licence	Répondre aux conditions générales et spécifiques d'accès (voir ci-dessus)	Based on application: accepted, conditional on further training, or refusal	si conditions spécifiques et générales remplies > possibilité d'accès sur dossier moyennant l'ajout éventuel de max. 60 crédits d'enseignements complémentaires dans le programme de master
Licence non belge	Répondre aux conditions générales et spécifiques d'accès (voir ci-dessus)	Based on application: accepted, conditional on further training, or refusal	si conditions spécifiques et générales remplies > possibilité d'accès sur dossier moyennant l'ajout éventuel de max. 60 crédits d'enseignements complémentaires dans le programme de master
Masters			
Master in Economics (60) Master in Management (60)		Based on application: accepted, conditional on further training, or refusal	Content of the programme dependent on students' prior studies and their specialisation needs
All Masters	With the minor in management and programme in line with general entry requirements	Based on application: accepted, conditional on further training, or refusal	A maximum of 60 additional credits embedded in the master programme. See the additional conditions of access in the table above.
Masters étrangers	Répondre aux conditions générales et spécifiques d'accès (voir ci-dessus)	Based on application: accepted, conditional on further training, or refusal	si conditions spécifiques et générales remplies > possibilité d'accès sur dossier moyennant l'ajout éventuel de max. 60 crédits d'enseignements complémentaires dans le programme de master

 Holders of a non-University 2nd cycle degree **Adults taking up their university training**

> See the website [Valorisation des acquis de l'expérience](https://uclouvain.be/fr/etudier/vae) (https://uclouvain.be/fr/etudier/vae)

It is possible to gain admission to all masters courses via the validation of professional experience procedure.

Professionals who wish to have basic training in management science should consult : [Master in Management \[60\]](#)

To see what management courses are available in the continuing education programme, please refer to : <https://uclouvain.be/lsm-formation-continue> (https://uclouvain.be/lsm-formation-continue)

 Access on the file

Reminder : all Masters (apart from Advanced Masters) are also accessible on file.

 Admission and Enrolment Procedures for general registration

Supplementary classes

To enrol for this Masters, the student must have a good command of certain subjects. If this is not the case, they must add preparatory modules to their Master's programme.

○ Mandatory

△ Courses not taught during 2018-2019

⊕ Periodic courses taught during 2018-2019

⊗ Optional

⊖ Periodic courses not taught during 2018-2019

■ Activity with requisites

Click on the course title to see detailed informations (objectives, methods, evaluation...)

o Basic courses (40 credits)

Students with a BA in accounting will get an exemption for LECGE1219 course and those with a BA in Marketing or in Foreign Trade for LECGE1213 course. These students will then have an annual program of 55 credits.

○ LECGE1222S	Microeconomics - F. Maniquet	François Maniquet	45h+15h	5 Credits	2q
○ LECGE1219	Accounting II and analysis of financial statements	Géraldine Danaux (compensates) Yves De Rongé Géraldine Danaux (compensates) Michel De Wolf Yves De Rongé Michel De Wolf (coord.)	45h+15h	5 Credits	2q
○ LECGE1213	Marketing	Nicolas Kervyn de Meerendré	30h+15h	5 Credits	1q
○ LECGE1315	Business Strategy	Alain Vas	20h+10h	5 Credits	1 ou 2q
○ LECGE1223	Production and Operations Management	Pierre Semal	30h	5 Credits	1q
○ LECGE1321	Human Management	Patrice Gobert Emilie Malcourant	30h+15h	5 Credits	2q
○ LECGE1332	Finance	Philippe Grégoire	30h+15h	5 Credits	1q
○ LECGE1317	Critical Analysis of organizations and markets	Joseph Amougou (compensates) Matthieu de Nanteuil Matthieu de Nanteuil	30h	5 Credits	1q

o Courses in quantitative methods (15 credits)

○ LECGE1112	Mathematics in economy and management	Pascal Lambrechts Pascal Lambrechts (compensates) Mathieu Van Vyve Mathieu Van Vyve	45h+30h	5 Credits	1q
○ LECGE1337	Advanced mathematics and foundations of econometrics	Françoise Lefèvre Françoise Lefèvre (compensates Sébastien Van Bellegem) Sébastien Van Bellegem	30h+15h	5 Credits	2q
○ LECGE1114	Statistics in Economics and Management I	Marie-Paule Kestemont	30h+30h	5 Credits	2q

o Language course (5 credits)

○ LANGL1532	English for Business Students (Upper-Intermediate level)	Catherine Avery Nicholas Gibbs Marielle Henriët (coord.) Sandrine Meirlaen Philippe Neyt Katherine Opello (coord.) Charlotte Peters Françoise Stas Marie Van Reet	60h	5 Credits	1 + 2q
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⌘ LANGL1332	Business English <i>A la place du cours LANGL1532 : accessible uniquement après autorisation de l'ILV</i>	Ahmed Adriouèche Aurélie Deneumoustier Fanny Desterbecq Ariane Halleux Véronique Henin Marielle Henriët Sabrina Knorr Alice Meurice Sandrine Mulkers (coord.) Marc Piwnik (coord.) Thibaud Stevens Marie Van Reet Quentin Zèques	60h	5 Credits	1 + 2q
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Teaching method

This programme, the quality of which has been recognized by external auditors in the EQUIS international accreditation procedure, has four main strengths:

- **A particularly wide range of specialization majors**

By having access to more than 10 "classic" functional majors (e.g. marketing, finance) or transversal majors (e.g. European Business, Entrepreneurship, Service Management), the student can specialize in the most advanced fields of management sciences. He generally reinforces this specialization by completing his thesis and his internship in the same field.

The adults are accessible on the two sites of the LSM: Louvain-la-Neuve and Mons.

- **Teaching that combines academic knowledge and professional practice**

Teaching is provided in a balanced manner by teachers who are also active researchers in their field and by professionals selected for their widely recognized experience and expertise. All students have the opportunity to complete a 60-day internship in a company and to build their thesis in response to a problem or mission identified during this internship, in the form of a project thesis. Links with companies are omnipresent both in teaching and in extra-academic activities organised by the Corporate unit of the school.

- **Teaching methods centred on learning and the development of transversal competences**

This is reflected in the almost widespread use of problem-oriented teaching methods, collaborative learning (case studies, projects, problems, simulations) and work autonomy. This approach is developed in conjunction with mandatory readings, theoretical frameworks and conferences and is based on a balance between continuous evaluation and final evaluation of learning, between individual and group evaluations.

- **A strong international presence**

This internationalisation is based in particular on a particularly extensive network of exchange partners (over 140 partner schools), exclusive access in Belgium to the Master in International Management organised by [CEMS](https://uclouvain.be/en/faculties/lsm/cems.html) (<https://uclouvain.be/en/faculties/lsm/cems.html>) and the possibility of acquiring a [double degree](https://uclouvain.be/en/faculties/lsm/double-degree.html) (<https://uclouvain.be/en/faculties/lsm/double-degree.html>) with one of the seven prestigious partner universities.

Evaluation

The evaluation methods comply with the regulations concerning studies and exams (<https://uclouvain.be/fr/decouvrir/rgee.html>). More detailed explanation of the modalities specific to each learning unit are available on their description sheets under the heading "Learning outcomes evaluation method".

Various assessment methods are used on this programme:

- **Continuous assessment** of work/learning of each group of students: public presentations, debates, written reports;
- **The Individual assessment** : oral or written exams (after the six week-courses block or during the exam sessions), mission or internship report,... in which critical review and integration in a work group are assessed.

For additional information on assessment methods, see the course description by clicking on the title.

Mobility and/or Internationalisation outlook

Ce master offre différentes possibilités d'internationalisation et de mobilité qui apporteront une plus-value à votre curriculum:

- De nombreux cours en anglais disponibles dans le programme à la LSM et la **possibilité** pour un étudiant non francophone de **suivre l'entièreté du cursus en anglais**.
- **Un séjour d'un quadrimestre de cours à l'étranger** (30 crédits) ([programme d'échange](https://uclouvain.be/fr/facultes/lsm/term-abroad.html) (<https://uclouvain.be/fr/facultes/lsm/term-abroad.html>)) dans une des 145 universités partenaires reconnues en gestion dans le [monde entier](https://uclouvain.be/fr/facultes/lsm/liste-des-destinations.html) (<https://uclouvain.be/fr/facultes/lsm/liste-des-destinations.html>).
- Un **quadrimestre de cours en Flandre** (30 crédits) (Erasmus Belgica) dans une des 3 universités partenaires reconnues en gestion.
- L'opportunité exclusive et unique en Belgique de suivre le **CEMS Master's in International Management** organisé par le réseau [CEMS](https://www.cems.org/) the Global Alliance in Management Education **ainsi que l'accès exclusif au réseau PIM** (Partnership in International Management).
- L'opportunité de suivre le **bloc annuel 2 à l'étranger** dans le cadre du programme **IB** (<https://uclouvain.be/en/faculties/lsm/ib.html>) - **International Business** qui prévoit un séjour d'échange dans une université partenaire et la réalisation d'un stage de 6 mois dans une entreprise en dehors de l'Union Européenne.
- La possibilité d'acquérir **deux diplômes de master** en combinant une année complète à la LSM (UCL) et une autre année complète dans une université partenaire. Plusieurs **DD (double diplômes)** (<https://uclouvain.be/en-iag-international.html>) ainsi qu'un **DDD** (Dedicated Double Degree) sont proposés en partenariat avec 7 universités européennes prestigieuses.

CONTACT :

International Affairs Office
 Bâtiment Collège des Doyens, bureau A009
 Place des Doyens, 1
 B-1348 Louvain-la-Neuve
[Website \(https://uclouvain.be/fr/facultes/lsm/international.html\)](https://uclouvain.be/fr/facultes/lsm/international.html)

Mme Estelle Tonon

IB and DD Officer

Mme Ambra Cardinali

CEMS Programme Manager

Mme Catherine Maréchal

Head of International Affairs

Possible trainings at the end of the programme

- [Doctoral School in Management \(Louvain-la-Neuve\)](https://uclouvain.be/fr/catalogue-formations/doctorats-2017.html) (https://uclouvain.be/fr/catalogue-formations/doctorats-2017.html)
- [Master 120 in Environmental Science and Management \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Louvain-la-Neuve\)](#)
- [Master 60 in Information and Communication \(Mons\)](#)

Contacts

Attention, you are currently reading an archived page: below contact informations were for program study 2018-2019 only. To get current contact informations please got to [current program study site](#).

Curriculum Management

Faculty	
Structure entity	SSH/LSM
Denomination	Louvain School of Management (LSM) (https://uclouvain.be/repertoires/entites/lsm)
Sector	Human Sciences (SSH) (https://uclouvain.be/repertoires/entites/ssh)
Acronym	LSM
Postal address	Place des Doyens 1 - bte L2.01.01 1348 Louvain-la-Neuve
Web site	http://www.uclouvain.be/lsm
Mandate(s)	<ul style="list-style-type: none"> • Doyen : Per Joakim Agrell • Directeur administratif de faculté : Isabelle De Keyzer
Commission(s) of programme	<ul style="list-style-type: none"> • Commission d'enseignement de la Louvain School of management (CLSM) (https://uclouvain.be/fr/repertoires/entites/CLSM))
Academic supervisor:	Paul Belleflamme
Jury	<ul style="list-style-type: none"> • Paul Belleflamme • Benoît Gailly
Useful Contact(s)	<ul style="list-style-type: none"> • Marie Lefevre • Estelle Tonon • Marie Lefevre

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