

At Mons - 120 credits - 2 years - Day schedule - In french

Dissertation/Graduation Project : **YES** - Internship : **YES**

Activities in English: **YES** - Activities in other languages : **NO**

Activities on other sites : **optional**

Main study domain : **Sciences économiques et de gestion**

Organized by: **Louvain School of Management (LSM)**

Programme acronym: **gesm2m** - Francophone Certification Framework: 7

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GESM2M - Introduction

Introduction

GESM2M - Teaching profile

Learning outcomes

On successful completion of this programme, each student is able to :

1.
 - 1.1
 - 1.2
 - 1.3
2.
 - 2.1
 - 2.2
 - 2.3
 - 2.4
 - 2.5
3.
 - 3.1
 - 3.2
 - 3.3
 - 3.4
 - 3.5
4.
 - 4.1
 - 4.2
 - 4.3
 - 4.4
5.
 - 5.1
 - 5.2
 - 5.3
6.
 - 6.1
 - 6.2
7.
 - 7.1
 - 7.2
 - 7.3
8.
 - 8.1
 - 8.2
 - 8.3
9.
 - 9.1
 - 9.2
 - 9.3
 - 9.4

Programme structure

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.

> [Tronc commun](#) [en-prog-2019-gesm2m-mgesm600t.html]

> [Professional Focus](#) [en-prog-2019-gesm2m-mgesm210s]

Options courses

- > Cours de langues étrangères obligatoires [en-prog-2019-gesm2m-mgesm108g.html]
 - > Langues étrangères - niveau avancé 1 [en-prog-2019-gesm2m-mgesm222o.html]
 - > Langues étrangères - niveau avancé 2 [en-prog-2019-gesm2m-mgesm231o.html]
- > Majeures [en-prog-2019-gesm2m-mgesm105g.html]
 - > Major Financial Management (Mons) [en-prog-2019-gesm2m-mgest441o.html]
 - > Majeure Révisorat et expertise comptable (Mons) [en-prog-2019-gesm2m-mgest443o.html]
 - > Majeure Décisions marketing tactiques et digitales (Mons) [en-prog-2019-gesm2m-mgest453o.html]
 - > Managing Humanely and Intervening in Organisations [en-prog-2019-gesm2m-lgest430o.html]
 - > Formation interdisciplinaire en création d'entreprise CPME (LLN) [en-prog-2019-gesm2m-lgest424o.html]
 - > Major European Business (LLN) [en-prog-2019-gesm2m-lgest421o.html]
 - > Major International Business (LLN) [en-prog-2019-gesm2m-lgest425o.html]
 - > Majeure Corporate Finance (LLN) [en-prog-2019-gesm2m-lgest442o.html]
 - > Major International Finance (LLN) [en-prog-2019-gesm2m-lgest432o.html]
 - > Major Marketing Strategy for Connected Brands (LLN) [en-prog-2019-gesm2m-lgest451o.html]
 - > Major Consumer Insights (LLN) [en-prog-2019-gesm2m-lgest452o.html]
 - > Philippe de Woot Major in Corporate Sustainable Management (LLN) [en-prog-2019-gesm2m-lgest470o.html]
- > Cours LSM Mons (alternative à l'échange) [en-prog-2019-gesm2m-mgesm106g.html]
 - > Cours au choix [en-prog-2019-gesm2m-mgesm270o.html]
- > Options (alternative à l'échange) [en-prog-2019-gesm2m-mgesm107g.html]
 - > Option Transport et logistique (Mons) [en-prog-2019-gesm2m-lgest563o.html]
 - > Option Entrepreneurship (Mons) [en-prog-2019-gesm2m-lgest564o.html]
 - > Option Immersion professionnelle en digital marketing (Mons) [en-prog-2019-gesm2m-lgest565o.html]
 - > Option Révisorat et expertise comptable (Mons) [en-prog-2019-gesm2m-lgest590o.html]
 - > Option Marketing Communication (Mons) [en-prog-2019-gesm2m-lgest568o.html]
 - > Option Marketing Decision (Mons) [en-prog-2019-gesm2m-mgesm205o.html]
 - > Option Asset Management (Mons) [en-prog-2019-gesm2m-mingm203o.html]
 - > Option Management humain et intervention dans les organisations [en-prog-2019-gesm2m-lgest558o.html]
 - > Option Corporate Finance (LLN) [en-prog-2019-gesm2m-lgest560o.html]
 - > Option Marketing Strategy for Connected Brands (LLN) [en-prog-2019-gesm2m-lgest561o.html]
 - > Option Consumer Insights (LLN) [en-prog-2019-gesm2m-lgest562o.html]
 - > Option Corporate Sustainable Management (LLN) [en-prog-2019-gesm2m-lgest589o.html]
 - > Option Sourcing and Procurement (LLN) [en-prog-2019-gesm2m-lgest592o.html]
 - > Option International Finance (LLN) [en-prog-2019-gesm2m-lgest594o.html]
 - > Option Fiscalité (ICHEC) [en-prog-2019-gesm2m-lgest567o.html]
- > Echange [en-prog-2019-gesm2m-mgesm300g.html]

Special programs

- > Double diplôme LSM-ICHEC en Financial Management (CFA) [en-prog-2019-gesm2m-mgesm232r.html]
- > CEMS Programme [en-prog-2019-gesm2m-lgest355r.html]

GESM2M Detailed programme

Programme by subject

CORE COURSES [30.0]

- Mandatory
 △ Courses not taught during 2019-2020
 ⊕ Periodic courses taught during 2019-2020
- ✖ Optional
 ○ Periodic courses not taught during 2019-2020
 ■ Activity with requisites

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

						Year	
						1	2
● MLSMM2200	Mémoire			18 Credits	1 + 2q		x
● MLSMM2201	Master's Thesis Seminar	Amélie Jacquemin	30h	2 Credits	1 + 2q		x
● MLSMM2202	Internship with coaching	Catherine D'Hondt Isabelle Platten	30h	10 Credits	1 + 2q		x

PROFESSIONAL FOCUS [30.0]

- Mandatory
 △ Courses not taught during 2019-2020
 ⊕ Periodic courses taught during 2019-2020
- ✖ Optional
 ○ Periodic courses not taught during 2019-2020
 ■ Activity with requisites

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

						Year	
						1	2
o Contenu:							
● LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	
● MSHUM2201	Compétences relationnelles	Laurent Lievens	15h+30h	3 Credits	1q	x	
● MLSMM2112	Finance d'entreprise	Catherine D'Hondt	30h	5 Credits	1q	x	
● MLSMM2114	Ressources humaines & management des organisations	Gaëtan Bonny Laurent Taskin	30h	5 Credits	1q	x	
● MLSMM2113	Strategic Marketing	Caroline Ducarroz	30h	5 Credits	2q	x	
● MLSMM2111	Corporate social responsibility	Laurent Lievens Vincent Truyens	30h	4 Credits	2q	x	
● MLSMM2218	Pilotage de la performance <i>Les étudiants partants en échange ne doivent pas s'inscrire à ce cours de finalité spécialisée à l'UCL mais doivent en trouver l'équivalence dans leur destination d'échange.</i>	Géraldine Danaux Anne-Catherine Provost	30h	5 Credits	1q		x

OPTIONS

Les majeures et options organisées sur le campus de l'UCLouvain FUCaM Mons se donnent sur maximum 2 jours, à l'exception de celles liées au révisorat (3 jours).

Cours de langues étrangères obligatoires

- > Langues étrangères - niveau avancé 1 [en-prog-2019-gesm2m-mgesm222o]
- > Langues étrangères - niveau avancé 2 [en-prog-2019-gesm2m-mgesm231o]

Majeures

- > Major Financial Management (Mons) [en-prog-2019-gesm2m-mgest441o]
- > Majeure Révisorat et expertise comptable (Mons) [en-prog-2019-gesm2m-mgest443o]
- > Majeure Décisions marketing tactiques et digitales (Mons) [en-prog-2019-gesm2m-mgest453o]
- > Managing Humanely and Intervening in Organisations [en-prog-2019-gesm2m-lgest430o]
- > Formation interdisciplinaire en création d'entreprise CPME (LLN) [en-prog-2019-gesm2m-lgest424o]
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- > Majeure Corporate Finance (LLN) [en-prog-2019-gesm2m-lgest442o]
- > Major International Finance (LLN) [en-prog-2019-gesm2m-lgest432o]
- > Major Marketing Strategy for Connected Brands (LLN) [en-prog-2019-gesm2m-lgest451o]
- > Major Consumer Insights (LLN) [en-prog-2019-gesm2m-lgest452o]
- > Philippe de Woot Major in Corporate Sustainable Management (LLN) [en-prog-2019-gesm2m-lgest470o]

Cours LSM Mons (alternative à l'échange)

- > Cours au choix [en-prog-2019-gesm2m-mgesm270o]

Options (alternative à l'échange)

- > Option Transport et logistique (Mons) [en-prog-2019-gesm2m-lgest563o]
- > Option Entrepreneurship (Mons) [en-prog-2019-gesm2m-lgest564o]
- > Option Immersion professionnelle en digital marketing (Mons) [en-prog-2019-gesm2m-lgest565o]
- > Option Révisorat et expertise comptable (Mons) [en-prog-2019-gesm2m-lgest590o]
- > Option Marketing Communication (Mons) [en-prog-2019-gesm2m-lgest568o]
- > Option Marketing Decision (Mons) [en-prog-2019-gesm2m-mgesm205o]
- > Option Asset Management (Mons) [en-prog-2019-gesm2m-mingm203o]
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- > Option Consumer Insights (LLN) [en-prog-2019-gesm2m-lgest562o]
- > Option Corporate Sustainable Management (LLN) [en-prog-2019-gesm2m-lgest589o]
- > Option Sourcing and Procurement (LLN) [en-prog-2019-gesm2m-lgest592o]
- > Option International Finance (LLN) [en-prog-2019-gesm2m-lgest594o]
- > Option Fiscalité (ICHEC) [en-prog-2019-gesm2m-lgest567o]

Echange

LANGUES ÉTRANGÈRES - NIVEAU AVANCÉ 1 [5.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

● MANG2163	Advanced English 1	Guy Monfort	0h+30h	2 Credits	1 + 2q	x	
⊗ MNEER2164	Advanced Dutch 1	Erika Copriau	0h+30h	3 Credits	1 + 2q	x	

							Year	
							1	2
⌘ MESPA2165	Advanced Spanish 1	Michèle Ballez	0h+30h	3 Credits	1 + 2q		x	

LANGUES ÉTRANGÈRES - NIVEAU AVANCÉ 2 [5.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⌘ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

							Year	
							1	2

o Contenu:

⌘ MANGL2236	Advanced English 2	Karen Ratcliffe	30h	3 Credits	1q		x
⌘ MNEER2238	Advanced Dutch 2	Bruno Michiels	30h	2 Credits	1q		x
⌘ MESPA2237	Advanced Spanish 2	Juan Francisco Hernandez Rodriguez	30h	2 Credits	1q		x

MAJOR FINANCIAL MANAGEMENT (MONS) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⌘ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

							Year	
							1	2

o Contenu:

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 (compensates Isabelle Platten) Isabelle Platten Frédéric Vrans	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 (compensates Isabelle Platten)	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 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:**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 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

Term 1

● MLSMM2131	Distribution	Simon Hazée	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	

Term 2

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

MANAGING HUMANELY AND INTERVENING IN ORGANISATIONS [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**o **Quadrimestre 1**

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

o **Term 2**

● LLSMS2071	Diversity Management	Philippe Depaepe Eline Jammaers (coord.)	30h	5 Credits	2q	x	
● LLSMS2073	Strategic Human Resource Management	Laurent Taskin	30h	5 Credits	2q	x	
● LLSMS2074	Contemporary Issues in Human Resources Management	Marie Antoine (coord.) Gaëtan Bonny Philippe Depaepe	30h	5 Credits	2q	x	

FORMATION INTERDISCIPLINAIRE EN CRÉATION D'ENTREPRISE

CPME (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

Term 1

● LCPME2001	Entrepreneurship Theory (in French)	Blanche Havenne (compensates Frank Janssen) 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	

Cours au choix CPME (5 credits)

Un cours parmi :

⊗ LLSMX2001	Regenerative Economy	Yves De Rongé Emmanuel Mossay	30h	5 Credits	1q	x	
⊗ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
⊗ LFSA2212	Innovation classes <i>Attention : sélection des étudiants sur dossier</i>	Benoît Macq Jean-Pierre Raskin Benoît Raucent	30h+15h	5 Credits	1q	x	

Term 2

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

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 EUROPEAN BUSINESS (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:**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 Nicolas Ledent (compensates Didier Reynders) 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 (compensates Evelyne Léonard) Evelyne Léonard Philippe Pochet (compensates Evelyne Léonard)	30h	5 Credits	2q	x	

MAJOR INTERNATIONAL BUSINESS (LLN) [30.0]

Access to this major is limited to students selected on the basis of an application file. [More informations about the selection.](https://uclouvain.be/en/faculties/lsm/ib.html) (https://uclouvain.be/en/faculties/lsm/ib.html)

○ Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

o Term 1

○ LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x	
○ LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q	x	
○ LLSMS2030	Supply Chain Management (in English)	Pierre Semal	30h	5 Credits	1q	x	

o Term 2

○ LLSMS2065	Cross Cultural Competences and Management (in English)	Ina Aust-Gronarz	30h	5 Credits	2q	x	
○ LLSMS2114	Entrepreneurship	Julie Hermans (compensates Frank Janssen) Frank Janssen	30h	5 Credits	2q	x	
○ LLSMS2299	New Economic Models	Yves De Rongé	30h	5 Credits	2q	x	

MAJEURE CORPORATE FINANCE (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2**o Contenu:****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)	James Thewissen	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	Alexandre Girard (compensates Leonardo Iania) Leonardo Iania	30h	5 Credits	2q	x	

MAJOR INTERNATIONAL FINANCE (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o **Contenu:**o **Term 1**

● LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania Ruben Olieslagers (compensates Leonardo Iania)	30h	5 Credits	1q	x	
● LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q	x	
● LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q	x	

o **Term 2**

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

MAJOR MARKETING STRATEGY FOR CONNECTED BRANDS (LLN)

[30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

o Term 1

● LLSMS2000	Marketing Research	Nadia Steils	30h	5 Credits	1q	x	
● LLSMS2002	International Marketing	Thierry Jupsin	30h	5 Credits	1q	x	
● LLSMS2007	New Business Models and E-commerce	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 Christine Jean (compensates Karine Charry) Nicolas Kervyn de Meerendré (compensates Karine Charry)	30h	5 Credits	2q	x	

MAJOR CONSUMER INSIGHTS (LLN) [30.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:**o Term 1**

● LLSMS2001	Consumer Behavior	Nicolas Kervyn de Meerendré	30h	5 Credits	1q	x	
● LLSMS2021	Managing Brand Equity	Thierry Jupsin (compensates Valérie Swaen) Valérie Swaen	30h	5 Credits	1q	x	
● LLSMS2024	Marketing Studies	Gordy Pleyers	30h	5 Credits	1q	x	

o Term 2

● LLSMS2022	Customer Relationship Management(CRM)	Nicolas Kervyn de Meerendré	30h	5 Credits	2q	x	
● LLSMS2023	Ethical and Sustainable Consumption	Coline Ruwet (compensates Valérie Swaen) Valérie Swaen	30h	5 Credits	2q	x	
● LLSMS2005	Neuromarketing, virtual reality and experimental approach	Gordy Pleyers	30h	5 Credits	2q	x	

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

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

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 (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q	x	

o Term 2

● LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz Corentin Hericher (compensates Ina Aust-Gronarz)	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	

COURS AU CHOIX [5.0]

- Mandatory
 △ Courses not taught during 2019-2020
 ⊕ Periodic courses taught during 2019-2020
- ✖ Optional
 ⊖ Periodic courses not taught during 2019-2020
 ■ Activity with requisites

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

Year

1 2

o Contenu:

✖ MLSMM2211	Gestion de la PME	Karl Colin	30h	5 Credits	1q		x
✖ MLSMM2212	Fiscalité <i>Cours pris en compte pour les dispenses IRE.</i>	Marie Lamensch	30h	5 Credits	1q		x
✖ MLSMM2214	International Strategic Management	Gilles Carlier d'Odeigne	30h	5 Credits	1q		x

OPTION TRANSPORT ET LOGISTIQUE (MONS) [15.0]

- Mandatory
 △ Courses not taught during 2019-2020
 ⊕ Periodic courses taught during 2019-2020
- ✖ Optional
 ⊖ Periodic courses not taught during 2019-2020
 ■ Activity with requisites

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

Year

1 2

o Contenu:

● MLSMM2253	Transport and mobility	Bart Jourquin	30h	5 Credits	1q		x
● MLSMM2252	Supply Chain Management	Jean-Sébastien Tancrez	30h	5 Credits	1q		x
● MLSMM2251	Modélisation des systèmes de transport	Bart Jourquin	30h	5 Credits	1q		x

OPTION ENTREPRENEURSHIP (MONS) [15.0]

- Mandatory
 △ Courses not taught during 2019-2020
 ⊕ Periodic courses taught during 2019-2020
- ✖ Optional
 ⊖ Periodic courses not taught during 2019-2020
 ■ Activity with requisites

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

Year

1 2

o Contenu:

● MLSMM2263	Savoir entreprendre	Amélie Jacquemin Vincent Truyens (compensates Amélie Jacquemin)	30h	5 Credits	1q		x
● MHELH2262	Entrepreneuriat technologique	Julie Hermans Amélie Jacquemin	30h	5 Credits	1q		x
● MLSMM2261	Entrepreneuriat collectif	Julie Hermans	30h	5 Credits	1q		x

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

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● 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
● MLSMM2232	Immersion professionnelle 1 - diagnostic	Karine Charry Simon Hazée (compensates Ingrid Poncin) Ingrid Poncin	30h	10 Credits	1q		x
● 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 Simon Hazée (compensates Ingrid Poncin) Ingrid Poncin	30h	10 Credits	2q		x

OPTION RÉVISORAT ET EXPERTISE COMPTABLE (MONS) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● 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 Vandenborre	45h	6 Credits	1q		x

OPTION MARKETING COMMUNICATION (MONS) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● MCOMU2202	Marketing Communications	Karine Charry	30h	5 Credits	1q		x
● MCOMU2203	Processus de création publicitaire	Marc Soumillion	30h	5 Credits	1q		x

						Year	
						1	2
● MCOMU2204	Methodology of the marketing communication	Annie Courbet Christine Jean	30h	5 Credits	1q		x

OPTION MARKETING DECISION (MONS) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

						Year	
						1	2

o Contenu:

● MLSMM2131	Distribution	Simon Hazée	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

OPTION ASSET MANAGEMENT (MONS) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

						Year	
						1	2

o Contenu:

● 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 (compensates Isabelle Platten) Isabelle Platten Frédéric Vrins	30h	5 Credits	1q		x

OPTION MANAGEMENT HUMAIN ET INTERVENTION DANS LES ORGANISATIONS [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

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

OPTION CORPORATE FINANCE (LLN) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

● 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)	James Thewissen	30h	5 Credits	1q		x

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

This option is not available to students who have followed the Major in « Consumer Insights »

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

Contenu:

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

OPTION CONSUMER INSIGHTS (LLN) [15.0]

This option is not available to students who have followed the Major in « Marketing Strategy for Connected Brands».

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

● Contenu:

● LLSMS2001	Consumer Behavior	Nicolas Kervyn de Meerendré	30h	5 Credits	1q	x
● LLSMS2021	Managing Brand Equity	Thierry Jupsin (compensates Valérie Swaen) Valérie Swaen	30h	5 Credits	1q	x
● LLSMS2024	Marketing Studies	Gordy Pleyers	30h	5 Credits	1q	x

OPTION CORPORATE SUSTAINABLE MANAGEMENT (LLN) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● 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 (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q		x

OPTION SOURCING AND PROCUREMENT (LLN) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● LLSMS2036	Supply Chain Procurement	Per Joakim Agrell Constantin Blome	30h	5 Credits	1q		x
● LLSMS2037	Sourcing Strategy	Constantin Blome Michael Henke	30h	5 Credits	1q		x
● LLSMS2038	Procurement Organisation and Scope	Constantin Blome	30h	5 Credits	1q		x

OPTION INTERNATIONAL FINANCE (LLN) [15.0]

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

o Contenu:

● LLSMS2054	International Finance	Bertrand Candelon	30h	5 Credits	1q		x
● LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q		x
● LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania Ruben Olieslagers (compensates Leonardo Iania)	30h	5 Credits	1q		x

OPTION FISCALITÉ (ICHEC) [15.0]

For more information, please visit <https://www.ichec.be/fr/master-en-gestion-de-lentreprise>

● Mandatory

△ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Courses are organised during the whole term in the evening.

Year

1 2

o Contenu:

● LFISC2210	Fiscalité des fusions et acquisitions		60h	5 Credits	1q		x
● LFISC2220	Impôt des sociétés et pratique de la déclaration		60h	5 Credits	1q		x
● LFISC2230	Introduction à la fiscalité internationale et européenne		60h	5 Credits	1q		x

Alternatives

- > Double diplôme LSM-ICHEC en Financial Management (CFA) [en-prog-2019-gesm2m-mgesm232r]
> CEMS Programme [en-prog-2019-gesm2m-lgest355r]

DOUBLE DIPLÔME LSM-ICHEC EN FINANCIAL MANAGEMENT (CFA) [120.0]

- ☐ Mandatory
 Courses not taught during 2019-2020
 Periodic courses taught during 2019-2020
- ☐ Optional
 Periodic courses not taught during 2019-2020
☐ Activity with requisites

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

Year

1 2

o CFA - Bloc annuel 1 (60 credits)

☐ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	X	
☐ MSHUM2201	Compétences relationnelles	Laurent Lievens	15h+30h	3 Credits	1q	X	
☐ MLSMM2112	Finance d'entreprise	Catherine D'Hondt	30h	5 Credits	1q	X	
☐ MLSMM2114	Ressources humaines & management des organisations	Gaëtan Bonny Laurent Taskin	30h	5 Credits	1q	X	
☐ MLSMM2113	Strategic Marketing	Caroline Ducarroz	30h	5 Credits	2q	X	
☐ MLSMM2111	Corporate social responsibility	Laurent Lievens Vincent Truyens	30h	4 Credits	2q	X	

o Langues étrangères - niveau avancé 1 (5 credits)

L'anglais est obligatoire. L'étudiant choisit ensuite le néerlandais ou l'espagnol (dans la continuité du choix qu'il a effectué en bachelier / en module complémentaire) et ce, jusqu'à la fin de son cycle de Master.

o Contenu:

☐ MANG2163	Advanced English 1	Guy Monfort	0h+30h	2 Credits	1 + 2q	X	
☐ MNEER2164	Advanced Dutch 1	Erika Copriau	0h+30h	3 Credits	1 + 2q	X	
☐ MESPA2165	Advanced Spanish 1	Michèle Ballez	0h+30h	3 Credits	1 + 2q	X	

o Major Financial Management (Mons) (30 credits)

o Contenu:

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 (compensates Isabelle Platten) 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 (compensates Isabelle Platten)	30h	5 Credits	2q	X	

							Year	
							1	2
○ MLSMM2124	Behavioural Finance	Rudy De Winne	30h	5 Credits	2q	x		

○ CFA - Bloc annuel 2 (60 credits)

○ MLSMM2200	Mémoire			20 Credits	1 + 2q		x
○ MGEST2205	Stage			10 Credits	1 + 2q Δ		x
○ MLSMM2218	Pilotage de la performance	Géraldine Danaux Anne-Catherine Provost	30h	5 Credits	1q		x
○ MLSMM2212	Fiscalité	Marie Lamensch	30h	5 Credits	1q	x	x

○ Langues étrangères - niveau avancé 2 (5 credits)

○ Contenu:

○ MANGL2236	Advanced English 2	Karen Ratcliffe	30h	3 Credits	1q		x
⊗ MNEER2238	Advanced Dutch 2	Bruno Michiels	30h	2 Credits	1q		x
⊗ MESPA2237	Advanced Spanish 2	Juan Francisco Hernandez Rodriguez	30h	2 Credits	1q		x

○ ICHEC - CFA : Advanced Financial Analysis (15 credits)

This option (co-organised LSM-ICHEC) must be followed at ICHEC at Brussels.

○ Contenu:

○ LICHE2210	Alternative Investments and Advanced Portfolio Management <i>Le code de ce cours dans Mobi est XHEIC1017.</i>		30h	5 Credits	1q		x
○ LICHE2230	Advanced Financial Analysis and Reporting <i>Le code de ce cours dans Mobi est XHEIC1018.</i>		30h	5 Credits	1q		x
○ LICHE2240	Ethics in Finance <i>Le code de ce cours dans Mobi est XHEIC1019.</i>		30h	5 Credits	1q		x

CEMS PROGRAMME

○ Mandatory

Δ Courses not taught during 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

Year

1 2

○ 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).

○ LLSMS2102	Advanced Strategic Marketing (Names from A to K)	Isabelle Schuiling	30h	5 Credits	1q	x	
○ LLSMS2100	Corporate Finance (Names from A to K)	Bruno Colmant Philippe Grégoire Anh Nguyen (compensates Philippe Grégoire) James Thewissen	30h	5 Credits	1q	x	
○ LLSMS2220	Seminar on Current Managerial Issues	Olivier de Wasseige Pierre Semal Alain Vas	30h	3 Credits	1 + 2q	x	

○ Corporate Social Responsibility (4 credits)

1 course between :

							Year	
							1	2
⌘ 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		

o CEMS Option (15 credits)

All three courses have to be taken.

o LLSMS2111	International Business (in English)	Sunita Malhotra Frédéric Pouchain	30h	5 Credits	1q	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 :

⌘ LLSMD2090	Seminar on Relational and Managerial Competences <i>Only for non-French speaking students</i>	Patrice Gobert Pierre Meurens	45h	3 Credits	1 + 2q	x		
⌘ LLSMD2091	Seminar on relational and managerial competences	Patrice Gobert Pierre Meurens	15h	3 Credits	1 + 2q	x		

o CEMS LSM Q2 courses (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		
⌘ LLSMS2121	Management Accounting (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Yannick de Harlez de Deulin Gerrit Sarens	30h	5 Credits	2q	x		
⌘ LLSMF2026	Performance Management (Names from L to Z)	Kim Adamsen (compensates Gerrit Sarens) Gerrit Sarens Vincent Vanderborght	30h	5 Credits	2q	x		
o LCEMS2915	Internship for CEMS			10 Credits	2q	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 LCEMS2341	Block Seminar (CEMS)	Pierre Semal	30h	3 Credits	1q	x		
o LLSMS2116	Innovation and Corporate Strategy (CEMS)	Benoît Gailly	30h	5 Credits	1q	x		
o LLSMX2001	Regenerative Economy	Yves De Rongé Emmanuel Mossay	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 Q3 LSM Option (15 credits)

1 option among :

⌘ Option Corporate Finance (LLN) (15 credits)

o LLSMS2014	Entrepreneurial Finance (in English)	Axel Funhoff Philippe Grégoire	30h	5 Credits	1q	x		
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						Year	
						1	2
○ LLSMS2017	IAS/IFRS	Bruno Colmant	30h	5 Credits	1q		x
○ LLSMS2108	International Financial Management (in English)	James Thewissen	30h	5 Credits	1q		x

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

○ 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 (compensates Leonardo Iania) Leonardo Iania Anh Nguyen (compensates Leonardo Iania)	30h	5 Credits	1q		x

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

○ LLSMS2000	Marketing Research	Nadia Steils	30h	5 Credits	1q		x
○ LLSMS2002	International Marketing <i>To be replaced by a course from another option</i>	Thierry Jupsin	30h	5 Credits	1q		x
○ LLSMS2007	New Business Models and E-commerce	Olivier de Broqueville	30h	5 Credits	1q		x

✂ Option International Finance (LLN) (15 credits)

○ LLSMS2223	Principles of banking and finance	Tom Dechaene Leonardo Iania Ruben Olieslagers (compensates Leonardo Iania)	30h	5 Credits	1q		x
○ LLSMS2054	International Finance <i>To be replaced by a course from another option</i>	Bertrand Candelon	30h	5 Credits	1q		x
○ LLSMS2027	Financial Innovation	Bertrand Candelon Yue Zhang	30h	5 Credits	1q		x

✂ Option Financial Management (Mons) (15 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 (compensates Isabelle Platten) Isabelle Platten Frédéric Vrans	30h	5 Credits	1q		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)	Isabelle Schuiling	30h	2 Credits	2q		x
○ LLSMS2117	Business Project (CEMS)	Christophe Lejeune	30h	15 Credits	2q		x
○ LLSMS2112	Supply Chain and sourcing	Per Joakim Agrell Constantin Blome	30h	5 Credits	2q		x
○ LLSMS2066	Cross Cultural Competences and Management for CEMS	Sunita Malhotra	30h	5 Credits	2q		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 gesm2m) specifies the activities (course units - CU) with one or more pre-requisite(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](#) (<https://uclouvain.be/fr/decouvrir/rgee.html>).

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?"*

GESM2M - 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.

In the event of the divergence between the different linguistic versions of the present conditions, the French version shall prevail.

SUMMARY

- > [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](#)
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- > [Admission and Enrolment Procedures for general registration](#)

University Bachelors

Diploma	Special Requirements	Access	Remarks
UCLouvain Bachelors			
		Direct Access	
		Based on application: accepted, conditional on further training, or refusal	
Others Bachelors of the French speaking Community of Belgium			
Tous les bacheliers de la CfB		Direct Access	
Autre programme de bachelier	Programme répondant aux conditions générales d'accès	Based on application: accepted, conditional on further training, or refusal	Si les compléments de formation requis n'excèdent pas 15 crédits, ils sont ajoutés à la première année de master. S'ils sont compris entre 15 et 60 crédits, ils peuvent être acquis lors d'une première année préparatoire.
Bachelors of the Dutch speaking Community of Belgium			
		Direct Access	
Foreign Bachelors			
		Based on application: accepted, conditional on further training, or refusal	

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	Les enseignements supplémentaires éventuels peuvent être consultés dans le module complémentaire .	Type court
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
 BA en vente - EPS - crédits supplémentaires entre 45 et 60

Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
"Licenciés"			
		Based on application: accepted, conditional on further training, or refusal	
Masters			
		Based on application: accepted, conditional on further training, or refusal	
Tout master	Avec la mineure en gestion et programme répondant aux conditions générales d'accès	Based on application: accepted, conditional on further training, or refusal	

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.

Accès selon la procédure de validation des acquis de l'expérience

Consultez le site www.uclouvain.be/vae

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 2019-2020

⊕ Periodic courses taught during 2019-2020

⊗ Optional

⊖ Periodic courses not taught during 2019-2020

■ Activity with requisites

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

○ MECON1212	Microéconomie	Patrick Scarmure	45h+20h	5 Credits	1q
○ MGEST1219	Finance	Catherine D'Hondt Isabelle Platten	45h+20h	5 Credits	2q
○ MGEST1220	Marketing <i>Les étudiants titulaires d'un diplôme de bachelier en marketing ou en commerce extérieur sont dispensés de ce cours.</i>	Nadia Sinigaglia	45h+20h	5 Credits	1q
○ MGEST1222	Production <i>Les étudiants titulaires d'un diplôme de bachelier en gestion des transports et logistique sont dispensés de ce cours.</i>	Nadine Meskens	30h+10h	5 Credits	2q
○ MGEST1322	Stratégie	Alain Vas	30h+10h	5 Credits	1q
○ MGEST1323	Management humain	Laurent Taskin	30h+10h	5 Credits	2q
○ MGEST1325	Comptabilité et contrôle de gestion <i>Les étudiants titulaires d'un diplôme de bachelier en comptabilité sont dispensés de ce cours.</i>	Dominique Helbois	45h+20h	5 Credits	1q
○ MQANT1324	Econométrie	Mikael Petitjean	45h+20h	5 Credits	2q
○ MQANT1326	Méthodes quantitatives de gestion <i>Les étudiants titulaires d'un diplôme de bachelier en informatique de gestion sont dispensés de ce cours.</i>	Rosane Tossut	45h+20h	5 Credits	1q
○ MSHHD1329	Sociologie des organisations	Philippe Scieur	30h	5 Credits	2q
○ MANGL1339	Anglais 3 <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Jessica Degroote	0h+60h	5 Credits	1 + 2q

○ Cours au choix (5 credits)

Une seconde langue étrangère à choisir parmi :

⊗ MNEER1341	Néerlandais 3 <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Erika Copriau	0h+60h	5 Credits	1 + 2q
⊗ MESPA1340	Espagnol 3 <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Michèle Ballez	0h+60h	5 Credits	1 + 2q

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".

Contacts

Attention, you are currently reading an archived page: below contact informations were for program study 2019-2020 only. To get current contact informations please got to [current program study site](#).

Curriculum Management

Faculty

Structure entity

Denomination

Sector

Acronym

Postal address

Web site

Mandate(s)

- Doyen : Per Joakim Agrell
- Directrice administrative de faculté : Isabelle De Keyzer

Commission(s) of programme

- Commission d'enseignement de la Louvain School of management ([CLSM](https://uclouvain.be/fr/repertoires/entites/CLSM) (<https://uclouvain.be/fr/repertoires/entites/CLSM>))

Academic supervisor: Julie Hermans

Jury

- Patrick Scarmure
- Caroline Ducarroz

Useful Contact(s)

- Informations pour les futurs étudiants (Nicolas Hurtado de Jesus - tél. +32 (0)65 323 327): info-mons@uclouvain.be
- Magaly Duquesne

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