

**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**Table of contents**

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## GESM2M - Introduction

### Introduction

#### Introduction

The Master [120] in Management (GESM2M) aims to develop the transferable skills and expertise required for management functions in public and private, national and international, commercial and non-commercial organisations.

On completion of this Master's degree, you will have:

- assimilated management theories and concepts with a view to using them effectively and appropriately;
- placed organisations in their socio-economic and institutional context in order to understand the interdependencies between organisation and environment and translate them into management decisions;
- incorporated the challenges of international competition into socially responsible management practices;
- developed (including via a mandatory company internship and an optional foreign exchange) the skills and know-how to competently handle the complex and varied challenges that organisations face in managing functions and skills at a strategic, tactical and operational level;
- had the opportunity to take advantage of one of LSM's special options, which include international double degrees, the CEMS programme and the digital marketing immersion programme.

The Master in Management offers you:

- teaching by researchers and experts in the field;
- active teaching methods;
- various courses taught in English;
- the opportunity to study for one term at one of the 145 partner universities;
- a management internship within a company;
- the only available access in Belgium to the [CEMS selection](#) programme with a view to also obtaining the Master's degree in International Management (CEMS);
- the opportunity to specialise in auditing and accountancy;
- access to the inter-faculty Entrepreneurship specialisation (CPME major, based on your academic record) or the Sustainable Management specialisation (Philippe de Woot major in Corporate Sustainable Management);
- the opportunity to specialise in Finance through the [Financial Management track](#), leading to a double degree from LSM and ICHEC;
- the opportunity to specialise in Marketing and obtain a BASF certificate from visiting trainers from BASF Management Consulting (BASF headquarters, Germany) in two courses (the Tactical and Digital Marketing Decisions majors and the Marketing Decisions option);
- the opportunity to take part in the IB selection programme (exchange with a partner university and a six-month internship in a company outside the European Union);
- the opportunity to complete a double degree organised with one of seven prestigious partner universities;
- the opportunity to become a [digital marketing expert](#);
- the opportunity to do a major and an option in your chosen field with a view to becoming an expert in that field.

#### Your profile

You:

- meet the admission requirements for this programme;
- wish to use your entrepreneurial skills and transform initiatives into economic and social realities;
- tend towards decision-making and management functions;
- are aiming for excellence in national and international management.

#### Your future job

A position of responsibility in corporate leadership and management in which you can put into practice your ability to undertake initiatives, transform them into economic realities, organise and ensure the continuity of these activities, seek out the necessary resources and combine them in an appropriate manner.

Our management graduates make a career for themselves in many sectors, including industry (production and operations management), banking and insurance, auditing and large-scale retail, in private companies, public organisations, non-profit organisations, SMEs, multinationals and consultancy firms.

They hold positions of responsibility, such as management controller, company auditor, investment adviser, financial analyst, HR development manager, project manager, IT consultant, sales manager, purchasing manager, logistics manager or environmental manager.

#### Your programme

The 120-credit Master's programme will comprise:

- professional focus courses on management topics (finance, marketing, strategy, etc.), as well as seminars;
- one major, comprising six courses to be selected from the main fields of management;
- a one-term exchange (highly recommended but not compulsory) or a term of six courses, including a foreign language and an option comprising three courses;
- an internship;
- a dissertation.

Note that, depending on your previous studies, some course units (= prerequisite courses) may be added to your Master's programme.

#### Your parcours

This Master's programme gives access to:

- various advanced Master's degrees
- graduate management school
- teacher training certificate (upper secondary education)

## GESM2M - Teaching profile

### Learning outcomes

The Master in Management programme **prepares graduates to take up the challenge of becoming socially responsible professionals with a cross-disciplinary approach to the various management functions**.

The **Master in Management** programme develops the transferable skills and expertise required for management functions in public and private, national and international, commercial and non-commercial organisations.

By the end of this programme, graduates will have developed (including via a mandatory company internship and an optional foreign exchange) the skills and know-how to competently handle the complex and varied challenges that organisations face in managing functions and skills at a strategic, tactical and operational level. They will also have specialised in one or more management functions, such as HR, marketing, finance, accounting, operations and logistics or e-business.

**On completion of this programme, graduates will be:**

- **Responsible:** able to implement socially responsible management practices in public or private organisations while taking into account the challenges of international competition.
- **A professional who:**
  - has assimilated management theories and concepts and has the expertise to use them effectively in a professional environment;
  - is able to place organisations in their socio-economic and institutional context to understand the interdependencies between organisation and environment and translate them into management decisions;
  - has developed significant competence in the key management functions and their international dimensions;
  - is able to handle a wide variety of management issues with consideration for different economic, social and political environments.

Aware of the responsibility inherent in their profession, graduates must be able to step up to the mark as a key player, demonstrating the ability to make decisions in organisational environments with a constant concern for **ethical values and socially responsible management**. A continuous development mindset will produce professionals with versatility, adaptability and the ability to progress in their profession.

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

#### **Preamble**

The exit profile of Master in Management graduates is set out in the [LSM competency framework](#) with the following specifics:

- a background in economics and management studies, with a cross-disciplinary approach to management functions;
- priority skills:
  - a socially responsible mindset;
  - acquired knowledge;
  - experience in an international and multicultural environment;
- the possibility of developing some of these skills in greater depth through their choice of options, tracks, dissertation, internship and exchange.

1.

#### **Corporate citizenship**

Act consciously, aware of their responsibilities, placing human and ethical considerations at the very heart of their thinking and actions.

1.1 Demonstrate independent reasoning, look critically and consciously at acquired knowledge (both academic and common sense) and managerial practices, in light of emerging circumstances and their outcomes.

1.2 Decide and act by incorporating ethical and humanistic values, integrity, respect for the laws and conventions, solidarity and civic action, and sustainable development.

1.3 Decide and act responsibly, while taking into account the social, economic and environmental, sometimes antinomic, outcomes in the short, medium and long term, for the various stakeholders.

#### **2. Knowledge and Reasoning**

Master an active and integrated command of a multidisciplinary body of knowledge (content, methods, models, conceptual frameworks) essential to act expertly in the various areas of management.

2.1 Master the core knowledge of each area of management.

2.2 Master highly specific knowledge in one or two areas of management: advanced and current research-based knowledge and methods.

2.3 Articulate the acquired knowledge from different areas of management.

2.4 Activate and apply the acquired knowledge accordingly to solve a problem.

2.5 Contribute to the development and advancement of the management field.

#### **3. A scientific and systematic approach**

Analyze and resolve problems in multidisciplinary and complex management situations using a scientific and systematic approach.

3.1 Conduct a clear, structured, analytical reasoning by applying, and eventually adapting, scientifically based conceptual frameworks and models, to define and analyze a problem.

3.2 Collect, select and analyze relevant information using rigorous, advanced and appropriate methods.

3.3 Consider problems using a systemic and holistic approach: recognize the different aspects of the situation and their interactions in a dynamic process.

3.4 Perceptively synthesize the essential elements of a situation, demonstrating a certain conceptual distance, to diagnose and identify pertinent conclusions.

3.5 Produce, through analysis and diagnosis, implementable solutions in context and identify priorities for action.

#### **4. Innovation and Entrepreneurship**

Innovate, initiate and lead change.

4.1 Identify new opportunities, propose creative and useful ideas in situations that require new strategic approaches, break with existing models and paradigms, promote progress and change.

4.2 Initiate, develop and implement ideas around a new product, service, process or organizational structure, having evaluated the risks and remain pragmatic.

4.3 Integrate, collaborate and actively drive forward collective actions for change, and diffuse for social awareness.

4.4 Reflect on and improve the content, processes and goals of professional practices.

#### **5. Work effectively in an international and multicultural environment**

Work as an interface between stakeholders with different rationales, belief systems, training, nationalities, cultures ...

5.1 Understand the inner workings of an organization: develop a global approach and integrate the internal logic used, within the organization.

5.2 Position and understand the functioning of an organization, in its local and international socio-economic dimensions and identify the associated strategic issues and operational decisions.

5.3 Understand and establish their own role and scope for action, in the overall operation of the organization, while liaising with the various internal and external stakeholders.

#### **6. Teamwork and leadership**

Integrate and work in a team, exercise enlightened leadership within the group.

6.1 Work in a team: join in and collaborate with team members. Be open and take into consideration the different points of view and ways of thinking, manage differences and conflicts constructively, accept diversity.

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#### **7. Project Management**

Define and manage a project to completion, taking into account the objectives, resources and constraints that characterize the project environment.

7.1 Analyse a project within its environment and define the expected outcomes: identify what is at stake, the required outcomes and the environmental constraints; clearly define the project objectives and associate the performance indicators.

7.2 Organize, manage and control the process: structure and schedule the tasks, identify and allocate human and material resources, coordinate, delegate and supervise the tasks; take into account the anticipated constraints and risks.

7.3 Make decisions and take responsibility for them in an uncertain world: take initiatives and act, anticipate and be proactive, show discernment and good judgment and be prepared to make quick decisions, taking into account multiple factors and uncertainties; accept the risks and consequences of decisions.

#### **8 Communication and Interpersonal Skills**

Communicate, converse effectively and convincingly with the stakeholders.

8.1 Express a clear and structured message, both orally and in writing in their mother tongue, in English and ideally, in a third language, adapted to the audience and using context specific communication standards.

8.2 Interact and discuss effectively and respectfully with diverse stakeholders (supervisors, peers, colleagues, clients... ) in face-to-face and group contexts, using both verbal and nonverbal communication skills: demonstrate the ability to listen, empathize, be assertive, provide and accept constructive criticism.

8.3 Persuade and negotiate: understand the needs and viewpoints of others, put forward their reasoning in an appropriate, relevant and persuasive manner, able to bring out points of agreement, even in antagonistic situations.

#### **9. Personal and professional development**

Display self-knowledge and independence, able to adapt quickly to new situations and involve positively.

9.1 Independent self-starter: set priorities, anticipate and plan work activities within time constraints, rigorous, structured and thorough, even in changing, uncertain environments or crisis.

9.2 Self-awareness and self-control: be aware of and manage their own emotions, able to be objective about their work and behaviour, and recognize their own strengths and weaknesses, accept them and use them in a professional manner.

9.3 Self-motivation: be capable of creating a project in line with their own values and aspirations, confident and motivated in managing the implementation of the project, and persevere in difficult situations.

9.4 Quick study, lifelong learner: quickly and independently assimilate new information and skills needed to evolve in their professional environment, learn from successes and errors in the spirit of lifelong learning.

## Programme structure

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**LOUVAIN**  
School of Management



The Master [120] in Management has four elements :

#### 1. Common core curriculum

This includes the dissertation and its seminar, an internship that can be tied in with the dissertation topic as well as foreign language courses.

#### 2. A professional focus

This involves more in-depth study of different management topics (strategy, finance, management control, marketing and human resources).

#### 3. A major

This is a two-part course that enables students to specialise in one of the fields of management (marketing, strategy and organisation, finance, auditing, etc.). Students will have access to the majors that are offered at both the Mons and the Louvain-la-Neuve campuses of Louvain School of Management.

> [Detailed description \(objectives, career options, etc.\) of the majors offered in the Master in Management programme](#)

#### 4. Exchange or LSM option and courses

In the second year, students have the opportunity to either take one or more exchange courses at one of the 145 partner universities of Louvain School of Management or continue to specialise with LSM courses and a 15-credit option.

Note that, depending on your previous studies, the examination board may add some course units (= prerequisite courses) to your Master's programme.

LSM also offers Master's [120] students seven tracks that pursue specific educational objectives. These are accessed through a selection process, which, for some, takes place in the academic year prior to entry into the first year of the Master's programme.

### The CEMS Master in International Management – CEMS MIM

LSM is the exclusive Belgian partner of this network, which has, for some years now, brought together leading European business schools and several partners outside Europe.

### Interdisciplinary Programme in Entrepreneurship - CPME (<https://uclouvain.be/en/faculties/lsm/cpme>)

This programme brings together students from several UCLouvain faculties and equips them with the analytical and thinking tools they need to understand entrepreneurial processes, create or take over a business (private limited liability company, non-profit organisation, public limited company, etc.) or progress entrepreneurial projects within existing organisations.

### The International Business (IB) programme

This programme is for students who would like to embark on an international career. By combining a preparatory major specific to this programme, exchange courses and a six-month internship in a multinational company abroad, it cultivates the open-mindedness, intercultural skills, adaptability and proactivity required for working in an international environment. The students selected for the IB programme will therefore spend the whole of their second year abroad, successively completing an international exchange and a six-month internship in a company outside Europe.

### Double degree - DD & DDD

By accumulating 60 course credits at Louvain School of Management, approximately 40 course credits at the DD partner university and a joint dissertation for both universities (20 credits), students will be awarded two Master's degrees, one from LSM and the other from the partner university:

- Prague University of Economics and Business (Czech Republic)
- University of Cologne (Germany)
- Norwegian School of Economics and Business Administration – NHH (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- Vytautas Magnus University (Kaunas, Lithuania)
- Aix-Marseille University (Aix-Marseille, France)
- KU Leuven (Leuven, Belgium)
- Instituto Superior Técnico - Technical University of Lisbon (Lisbon, Portugal)

A dedicated double degree (DDD) with a focus on Environmental Issues and Supply Chain Management is offered exclusively by LSM and NHH.

### The Master in Management "Financial Management track" and the LSM-ICHEC double degree (<https://uclouvain.be/en/faculties/lsm/financial-management-track.html>).

### The Auditing stream (major + option) at the Mons campus.

### The Digital Marketing programme (in connection with the [IPM Digital Marketing chair](#))

This programme is for students who wish to specialise in digital marketing. By combining marketing options in the first year, primarily the Digital Marketing option, with a work placement option in the second year, the programme offers a combination of in-company experience and university education (two days at university/three days at work) in the second year of the Master's. In addition to the eight-month work placement, there are monthly workshops with industry and academic experts for formative discussions on key digital marketing topics.

## GESM2M Programme

### Detailed programme by subject

#### CORE COURSES

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

				Year	
				1	2
○ MLSMM2200	<a href="#">Final Master's Thesis</a>		(FR) [q1+q2] [ ] [18 Credits] 🌐		x
○ MLSMM2201	<a href="#">Master's Thesis Seminar</a>	Julie Hermans	(FR) [q1+q2] [30h] [2 Credits] 🌐		x
⊗ MLSMM2202	<a href="#">Internship with Coaching</a> <i>Students engaged in the option Professional Immersion in Digital Marketing do not have to register for this course.</i>	Catherine D'Hondt Isabelle Platten	(FR) [q1+q2] [30h] [10 Credits] 🌐		x

#### ○ Foreign languages - advanced level 1 (5 credits)

English is compulsory. The student then chooses Dutch or Spanish (following his Bachelor / preparatory module choice) until the end of his Master's cycle.

○ MANG2163	<a href="#">Advanced English 1</a>	Céline Gouverneur (coord.) Caroline Lambert Guy Monfort Quentin Zèques	(EN) [q1+q2] [0h+30h] [2 Credits] 🌐	x	
⊗ MNEER2164	<a href="#">Advanced Dutch 1</a>	Erika Copriau (coord.) Bruno Michiels	(NL) [q1+q2] [0h+30h] [3 Credits] 🌐	x	
⊗ MESPA2165	<a href="#">Advanced Spanish 1</a>	Juan Francisco Hernandez Rodriguez (coord.)	(ES) [q1+q2] [0h+30h] [3 Credits] 🌐	x	

#### ⊗ Foreign languages - advanced level 2 (5 credits)

Not to be taken by outgoing exchange students.

○ MANG2236	<a href="#">Advanced English 2</a> ■	Caroline Lambert Guy Monfort Quentin Zèques (coord.)	(EN) [q1] [30h] [3 Credits] 🌐		x
⊗ MNEER2238	<a href="#">Advanced Dutch 2</a> ■	Bruno Michiels (coord.)	(NL) [q1] [30h] [2 Credits] 🌐		x
⊗ MESPA2237	<a href="#">Advanced Spanish 2</a> ■	Juan Francisco Hernandez Rodriguez (coord.)	(ES) [q1] [30h] [2 Credits] 🌐		x



**PROFESSIONAL FOCUS [30.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- ⊕ Open to incoming exchange students
- ⊗ Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**Content:**

Course Code	Course Title	Instructor	Language	Duration	Credits	Year 1	Year 2
○ MLSMM2220	<a href="#">Seminar on Current Managerial Issues</a>	Olivier de Wasseige Alain Vas	EN	[q1+q2] [30h+0h]	[5 Credits]	X	
○ MLSMM2112	<a href="#">Finance &amp; Governance</a>	Catherine D'Hondt	FR	[q1] [30h]	[5 Credits]	X	
○ MLSMM2160	<a href="#">Managerial Project &amp; Project Management</a>	Amélie Jacquemin	FR	[q2] [75h]	[10 Credits]	X	
○ MLSMM2113	<a href="#">Strategic Marketing</a>	Caroline Ducarroz	EN	[q1] [30h]	[5 Credits]	X	
○ MLSMM2218	<a href="#">Performance Management</a> <i>Les étudiants partants en échange ne doivent pas s'inscrire à cette unité d'enseignement de la finalité spécialisée à l'UCLouvain mais doivent en trouver l'équivalence dans leur destination d'échange.</i>	Anne-Catherine Provost	FR	[q1] [30h]	[5 Credits]		X

**OPTIONS**

**Year 1:** compulsory major chosen from those on offer at the Mons and Louvain-la-Neuve campuses and two foreign language courses

**Year 2:** compulsory option, elective and two foreign language courses (for students not going on an exchange)

Note:

- Mons students who choose one of the Louvain-la-Neuve campus majors (5 course units (CUs) instead of 6 for Louvain-la-Neuve students) will also have to take the LLSMS2221 Tutoring and In-Depth Study CU.
- Mons students who choose one of the Louvain-la-Neuve campus options will take the LLSMS2221 Tutoring and In-Depth Study CU (the LLSMS2091 Cross-Cultural Competences and Management CU initially intended for Louvain-la-Neuve students with timetable clashes).
- If a Louvain-la-Neuve major and option are combined, the exam board will decide on a case-by-case basis which CU will replace LLSMS2221 as part of the option.
- If your chosen major/option is not available at your main campus, there is travel support on offer.

**Majors**

- > [Major Financial Management \(Mons\)](#) [ en-prog-2022-gesm2m-mgesm441o ]
- > [Major Auditing & Accounting Expertise \(Mons\)](#) [ en-prog-2022-gesm2m-mgesm443o ]
- > [Major Tactical & Digital Marketing Decisions \(Mons\)](#) [ en-prog-2022-gesm2m-mgest453o ]
- > [Interdisciplinary Program in Entrepreneurship \(LLN\)](#) [ en-prog-2022-gesm2m-lgest424o ]
- > [Major International Business \(LLN\)](#) [ en-prog-2022-gesm2m-lgesm425o ]
- > [Major International Finance \(LLN\)](#) [ en-prog-2022-gesm2m-lgesm432o ]
- > [Major Marketing Strategy for Connected Brands \(LLN\)](#) [ en-prog-2022-gesm2m-lgesm451o ]
- > [Philippe de Woot Major in Corporate Sustainable Management \(LLN\)](#) [ en-prog-2022-gesm2m-lgesm470o ]

**LSM Mons courses (if no exchange)**

- > [Cours au choix](#) [ en-prog-2022-gesm2m-mgesm270o ]

**Options (alternative à l'échange)**

- > [Option Transport & Logistics \(Mons\)](#) [ en-prog-2022-gesm2m-lgest563o ]

- > MONS - Entrepreneurship [ en-prog-2022-gesm2m-lgest564o ]
- > Option Professional Immersion in Digital Marketing (Mons) [ en-prog-2022-gesm2m-lgest565o ]
- > Option Auditing & Accounting Expertise (Mons) [ en-prog-2022-gesm2m-lgest590o ]
- > Option Marketing Communication (Mons) [ en-prog-2022-gesm2m-lgest568o ]
- > Option Marketing Decision (Mons) [ en-prog-2022-gesm2m-mgesm205o ]
- > Option Asset Management (Mons) [ en-prog-2022-gesm2m-mingm203o ]
- > Option People Management (LLN) [ en-prog-2022-gesm2m-lgesm558o ]
- > Option Corporate Finance (LLN) [ en-prog-2022-gesm2m-lgesm560o ]
- > Option Marketing Strategy for Connected Brands (LLN) [ en-prog-2022-gesm2m-lgesm561o ]
- > Option Consumer Insights (LLN) [ en-prog-2022-gesm2m-lgesm562o ]
- > Option Corporate Sustainable Management (LLN) [ en-prog-2022-gesm2m-lgesm589o ]
- > Option Sourcing and Procurement (LLN) [ en-prog-2022-gesm2m-lgest592o ]
- > Option International Finance (LLN) [ en-prog-2022-gesm2m-lgesm594o ]
- > Option Tax Systems (ICHEC) [ en-prog-2022-gesm2m-lgest567o ]
- > Option Risk Management (Mons) - uniquement accessible aux étudiants ICHEC [ en-prog-2022-gesm2m-mgesm220o ]

## MAJORS [30.0]

The student chooses a major amongst the majors offered either on the Mons or on the Louvain-la-Neuve campus.

In case of a Louvain-la-Neuve major (composed of 5 courses instead of 5), the Mons student will have to follow the course LLSMS2221 Tutoring and in-depth study (in French).

## MAJOR FINANCIAL MANAGEMENT (MONS) [30.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

This major takes place during the 6 last weeks of each term.

Year  
1 2

### o Content:

#### o Term 1

○ MLSMM2121	Derivative Securities	Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐	X
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	EN [q1] [30h] [5 Credits] 🌐	X
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐	X

#### o Term 2

○ MLSMM2124	Behavioural Finance	Rudy De Winne	FR [q2] [30h] [5 Credits] 🌐	X
○ MLSMM2125	Portfolio Management	Catherine D'Hondt	FR [q2] [30h] [5 Credits] 🌐	X
○ MLSMM2126	Risk Management & Financial Institutions	Nathan Lassance	EN [q2] [30h] [5 Credits] 🌐	X

**MAJOR AUDITING & ACCOUNTING EXPERTISE (MONS) [30.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:****o Term 1**

○ MLSMM2141	Internal Control & Risk Management	Bénédicte Vessié	FR [q1] [45h] [6 Credits] 🌐	X	
○ MLSMM2142	Belgian Accounting Law (BE GAAP)	Yvan Stempniewsky	FR [q1] [30h] [4 Credits] 🌐	X	
○ MLSMM2143	Valuation Rules	Victor Collin	FR [q1] [30h] [5 Credits] 🌐	X	

**o Term 2**

○ MLSMM2144	Advanced Corporate Law & Corporate Governance	Werner Derycke	FR [q2] [30h] [4 Credits] 🌐	X	
○ MLSMM2145	IAS & IFRS	Yvan Stempniewsky	FR [q2] [45h] [6 Credits] 🌐	X	
○ MLSMM2146	Consolidated Financial Statements in IFRS	Bénédicte Vessié	FR [q2] [30h] [5 Credits] 🌐	X	

**MAJOR TACTICAL & DIGITAL MARKETING DECISIONS (MONS) [30.0]**

You can find the major's brochure [here](#).

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*In partnership with BASF.*

*This major takes place during the 6 last weeks of each term.*

Year

1 2

**o Content:****o Term 1**

○ MLSMM2131	<a href="#">Retailing &amp; Distribution Management</a>	Simon Hazée	FR [q1] [30h] [5 Credits] 🌐	X	
○ MLSMM2132	<a href="#">Price Management</a>	Caroline Ducarroz Nadia Sinigaglia	FR [q1] [30h] [5 Credits] 🌐	X	
○ MLSMM2133	<a href="#">Product &amp; Innovation</a>	Nadia Sinigaglia	EN [q1] [30h] [5 Credits] 🌐	X	

**o Term 2**

○ MLSMM2134	<a href="#">e-Consumer Behavior</a>	Karine Charry	FR [q2] [30h] [5 Credits] 🌐	X	
○ MLSMM2135	<a href="#">Methods &amp; Models in Marketing</a>	Caroline Ducarroz Nadia Sinigaglia	FR [q2] [30h] [5 Credits] 🌐	X	
○ MLSMM2136	<a href="#">Trends in Digital Marketing</a>	Ingrid Poncin	FR [q2] [30h] [5 Credits] 🌐	X	

**INTERDISCIPLINARY PROGRAM IN ENTREPRENEURSHIP (LLN) [30.0]**

The interdisciplinary program in Entrepreneurship (CPME) lasts 2 years and is integrated into more than 30 Masters in 9 faculties/schools of the UCL. The choice of this CPME course implies the completion of an interfaculty master's thesis (in teams) on a business creation project. Access to this program is limited to students selected on application file. [All information on the program CPME](#)

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

**1 2****o Content:****o Term 1**

● LCPME2001	<a href="#">Théorie de l'entrepreneuriat</a>	Frank Janssen	(FR) [q1] [30h+20h] [5 Credits] 🌐	X	
● LCPME2002	<a href="#">Aspects juridiques, économiques et managériaux de la création d'entreprise</a>	Yves De Cordt Marine Falize	(FR) [q1] [30h+15h] [5 Credits] 🌐	X	

**o CPME Elective courses (5 credits)**

Un cours parmi :

⊗ LLSMS2014	<a href="#">Entrepreneurial Finance</a>	Raphaël Betti (compensates James Thewissen) Quentin Colmant	(EN) [q1] [30h] [5 Credits] 🌐	X	
⊗ LFSAS2212	<a href="#">Innovation classes</a> <i>Attention: selection of students on the basis of application</i>	Benoît Macq Jean-Pierre Raskin Benoît Raucent	(FR) [q1] [30h+15h] [5 Credits] 🌐 > French-friendly	X	

**o Term 2**

● LCPME2003	<a href="#">Plan d'affaires et étapes-clefs de la création d'entreprise</a> <i>The LCPME2003 courses are spread over the two annual blocks of the Master. The CPME student has to follow them already in the first year block, but will only be able to register the course in the second year block programme.</i>	Frank Janssen	(FR) [q2] [30h+15h] [5 Credits] 🌐		X
● LCPME2004	<a href="#">Séminaire d'approfondissement en entrepreneuriat</a>	Frank Janssen	(FR) [q2] [30h+15h] [5 Credits] 🌐	X	

**o CPME Elective courses (5 credits)**

1 cours parmi :

⊗ LLSMS2080	<a href="#">International Entrepreneurship</a> <i>Attention: selection of students on the basis of application</i>	Frank Janssen	(FR) [q2] [30h+30h] [5 Credits] 🌐	X	
⊗ LLSMS2081	<a href="#">Strategic Management of Start ups</a>	Bartholomeus Kamp	(FR) [q2] [30h+30h] [5 Credits] 🌐	X	
⊗ LCPME2005	<a href="#">Social and Sustainable Entrepreneurship</a>	Julie Hermans	(EN) [q2] [30h] [5 Credits] 🌐	X	
⊗ LSST1001	<a href="#">IngénieursSud</a>	Stéphanie Merle Jean-Pierre Raskin (coord.)	(FR) [q1+q2] [15h+45h] [5 Credits] 🌐	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) You can find the major's brochure [here](#).

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*This LLN major only contains 2 courses during the first term. Students from the Mons campus wishing to follow it will have the LLSMS2221 course added in order to guarantee the necessary number of credits for this major (30 credits) in their programme.*

Year

1 2

**Content:****Term 1**

○ LLSMS2221	<a href="#">Tutorat et approfondissement</a>		FR [q1] [] [5 Credits] 🌐	X
○ LLSMS2014	<a href="#">Entrepreneurial Finance</a>	Raphaël Betti (compensates James Thewissen) Quentin Colmant	EN [q1] [30h] [5 Credits] 🌐	X
○ LLSMS2030	<a href="#">Supply Chain Management</a>	Pierre Semal	EN [q1] [30h] [5 Credits] 🌐	X

**Term 2**

○ LLSMS2065	<a href="#">Cross Cultural Competences and Management</a>	Ina Aust-Gronarz	EN [q2] [30h] [5 Credits] 🌐	X
○ LLSMS2114	<a href="#">Entrepreneurship: topical and international aspects</a>	Frank Janssen	EN [q2] [30h] [5 Credits] 🌐	X
○ LLSMS2007	<a href="#">Platform Strategies</a>	Paul Belleflamme	EN [q2] [30h] [5 Credits] 🌐	X

**MAJOR INTERNATIONAL FINANCE (LLN) [30.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

*This LLN major only contains 2 courses during the first term. Students from the Mons campus wishing to follow it will have the LLSMS2221 course added in order to guarantee the necessary number of credits for this major (30 credits) in their programme.*

Year

1 2

**o Content:****o Term 1**

○ LLSMS2221	Tutorat et approfondissement		(FR) [q1] [ ] [5 Credits] 🌐	X	
○ LLSMS2054	International Finance and crisis management	Bertrand Candelon	EN [q1] [30h] [5 Credits] 🌐	X	
○ LLSMS2027	Capital markets and innovations	Leonardo Iania	EN [q1] [30h] [5 Credits] 🌐	X	

**o Term 2**

○ LLSMS2140	Financial Risk	Anh Nguyen James Thewissen	EN [q2] [30h] [5 Credits] 🌐	X	
○ LLSMS2029	International financial management	Denis Knaepen	EN [q2] [30h] [5 Credits] 🌐	X	
○ LLSMS2223	Principles of banking regulation and supervision	Bertrand Candelon	EN [q2] [30h] [5 Credits] 🌐	X	

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

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

This LLN major only contains 2 courses during the first term. Students from the Mons campus wishing to follow it will have the LLSMS2221 course added in order to guarantee the necessary number of credits for this major (30 credits) in their programme.

Year

1 2

### o Content:

#### o Term 1

○ LLSMS2221	Tutorat et approfondissement		(FR) [q1] [ ] [5 Credits] 🌐	X	
○ LLSMS2000	Marketing Research	Gordy Pleyers	EN [q1] [30h] [5 Credits] 🌐	X	
○ LLSMS2008	Digital Marketing	Isabelle Schuiling	EN [q1] [30h] [5 Credits] 🌐	X	

#### o Term 2

○ LLSMS2003	Brand Management	Isabelle Schuiling	EN [q2] [30h] [5 Credits] 🌐	X	
○ LLSMS2004	Big Data/Data Mining Applied to Marketing	Ludovic Chevalier	EN [q2] [30h] [5 Credits] 🌐	X	
○ LLSMS2006	On-line and Off-line Communication Strategies	Doriane Magnus (compensates Nicolas Kervyn de Meerendré) Gordy Pleyers Gordy Pleyers (compensates Nicolas Kervyn de Meerendré)	EN [q2] [30h] [5 Credits] 🌐	X	



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

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

This LLN major only contains 2 courses during the first term. Students from the Mons campus wishing to follow it will have the LLSMS2221 course added in order to guarantee the necessary number of credits for this major (30 credits) in their programme.

Year

1 2

### o Content:

#### o Term 1

● LLSMS2221	Tutorat et approfondissement		(FR) [q1] [ ] [5 Credits] 🌐	X
● LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	EN [q1] [30h] [5 Credits] 🌐	X
● LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania Claudio Vescovo	EN [q1] [30h] [5 Credits] 🌐	X

#### o Term 2

● LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz	EN [q2] [30h] [5 Credits] 🌐	X
● LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	EN [q2] [30h] [5 Credits] 🌐	X
● LCPME2005	Social and Sustainable Entrepreneurship	Julie Hermans	EN [q2] [30h] [5 Credits] 🌐	X

LSM MONS COURSES (IF NO EXCHANGE) [5.0]COURS AU CHOIX [5.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

L'étudiant partant en échange ne doit pas s'inscrire à un cours au choix.

⊗ MLSMM2212	<b>Taxation</b> Unité d'enseignement obligatoire pour les étudiants ayant pris la majeure et l'option "Révisorat et expertise comptable". Elle sera prise en compte pour les dispenses à l'IRE.	Kim Van de Velden	FR [q1] [30h] [5 Credits] 🌐		x
⊗ MLSMM2114	<b>People &amp; Organization Management</b>	Gaëtan Bonny Laurent Taskin	FR [q1] [30h] [5 Credits] 🌐		x

OPTIONS (ALTERNATIVE À L'ÉCHANGE) [15.0]OPTION TRANSPORT & LOGISTICS (MONS) [15.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

This option is not available to students who have followed the major Transportation Management and Supply Chain.

Year

1 2

**o Content:**

● MLSMM2251	<b>Modelling of Transport Systems</b>	Bart Jourquin	FR [q1] [30h] [5 Credits] 🌐		x
● MLSMM2252	<b>Supply Chain Management</b>	Jean-Sébastien Tancrez	EN [q1] [30h] [5 Credits] 🌐		x
● MLSMM2253	<b>Transport &amp; Mobility</b>	Bart Jourquin	FR [q1] [30h] [5 Credits] 🌐		x

**MONS - ENTREPRENEURSHIP [15.0]**

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

This option is co-organised with the Haute Ecole Louvain en Hainaut (HELHa)

Year

1 2

**Content:**

● MLSMM2261	Collective Entrepreneurship	Julie Hermans	(FR) [q1] [30h] [5 Credits] 🌐		X
● MLSMM2262	Entrepreneuriat technologique	David Valentiny (compensates Julie Hermans)	(FR) [q1] [30h] [5 Credits] 🌐		X
● MLSMM2263	Doing Entrepreneurship	David Valentiny (compensates Amélie Jacquemin)	(FR) [q1] [30h] [5 Credits] 🌐		X

**OPTION PROFESSIONAL IMMERSION IN DIGITAL MARKETING (MONS) [25.0]**

This option is for students who wish to specialize in Digital Marketing. It is given during the two terms of the annual block 2. It must be combined with a major in marketing (followed in annual block 1) and is only accessible on file.

Students engaged in this option do not have to register the classic internship in their program.

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**Content:**

● MLSMM2231	Digital Data Analysis <i>This teaching unit takes place in the second semester in parallel with MLSMM2233 Digital Marketing Seminar - Part 2.</i>	Marco Ongaro	(FR) [q2] [30h] [5 Credits] 🌐		X
● MLSMM2232	Digital Marketing Seminar - Part 1	Karine Charry Ingrid Poncin	(FR) [q1] [30h] [10 Credits] 🌐		X
● MLSMM2233	Digital Marketing Seminar - Part 2 <i>This teaching unit replaces the mandatory Master's internship for students enrolled in this option.</i>	Karine Charry Ingrid Poncin	(FR) [q2] [30h] [10 Credits] 🌐		X

**OPTION AUDITING & ACCOUNTING EXPERTISE (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ MLSMM2247	Audit & Professional Skills	Bénédicte Vessié	FR [q1] [45h] [6 Credits] 🌐		x
○ MLSMM2249	International Standards on Auditing	Bénédicte Vessié	FR [q1] [30h] [5 Credits] 🌐		x
○ MLSMM2248	Insolvency Law	Raphaël Gevers	FR [q1] [30h] [4 Credits] 🌐		x
⊗ MLSMM2140	Ethics & Legal Requirements of External Controls <i>Teaching unit taken into account for IRE exemptions.</i>	Victor Collin	FR [q1] [45h] [6 Credits] 🌐		x

**OPTION MARKETING COMMUNICATION (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ MCOMU2202	Marketing Communications	Karine Charry	FR [q1] [30h] [5 Credits] 🌐		x
○ MCOMU2203	Processus de création publicitaire	Marc Soumillion	FR [q1] [30h] [5 Credits] 🌐		x
○ MCOMU2204	Methodology of the marketing communication	Annie Courbet Christine Jean	FR [q1] [30h] [5 Credits] 🌐		x

**OPTION MARKETING DECISION (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

In partnership with BASF.

This option is not available to students who have followed the major Tactical & Digital Marketing Decisions.

Year

1 2

**o Content:**

○ MLSMM2131	Retailing & Distribution Management	Simon Hazée	FR [q1] [30h] [5 Credits] 🌐		x
○ MLSMM2132	Price Management	Caroline Ducarroz Nadia Sinigaglia	FR [q1] [30h] [5 Credits] 🌐		x
○ MLSMM2133	Product & Innovation	Nadia Sinigaglia	EN [q1] [30h] [5 Credits] 🌐		x

**OPTION ASSET MANAGEMENT (MONS) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

This option is not available to students who have followed the Major in Financial Management

Year

1 2

**o Content:**

○ MLSMM2121	Derivative Securities	Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐		x
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	EN [q1] [30h] [5 Credits] 🌐		x
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐		x

**OPTION PEOPLE MANAGEMENT (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ LLSMS2071	Diversity Management	Eline Jammaers	EN [q1] [30h] [5 Credits] 🌐		X
○ LLSMF2007	Change Management and Leadership	Nathalie Guilmot (compensates Alain Vas) Emilie Malcourant (compensates Alain Vas)	EN [q1] [30h] [5 Credits] 🌐		X
○ LLSMS2221	Tutorat et approfondissement		FR [q1] [] [5 Credits] 🌐		X

**OPTION CORPORATE FINANCE (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ LLSMS2014	Entrepreneurial Finance	Raphaël Betti (compensates James Thewissen) Quentin Colmant	EN [q1] [30h] [5 Credits] 🌐		X
○ LLSMS2108	Current Issues in Finance	James Thewissen	EN [q1] [30h] [5 Credits] 🌐		X
○ LLSMS2221	Tutorat et approfondissement		FR [q1] [] [5 Credits] 🌐		X

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

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

*This option is not available to students who have followed the major Marketing Strategy for Connected Brands.*

Year

1 2

### Content:

○ LLSMS2000	Marketing Research	Gordy Pleyers	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2008	Digital Marketing	Isabelle Schuiling	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2221	Tutorat et approfondissement		FR [q1] [] [5 Credits] 🌐		x

## OPTION CONSUMER INSIGHTS (LLN) [15.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊙ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

### Content:

○ LLSMS2001	Consumer Behavior	Nicolas Kervyn de Meerendré	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2024	Marketing Studies	Gordy Pleyers	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2221	Tutorat et approfondissement		FR [q1] [] [5 Credits] 🌐		x

**OPTION CORPORATE SUSTAINABLE MANAGEMENT (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ LLSMS2280	<a href="#">Business Ethics and Compliance Management</a>	Carlos Desmet	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2282	<a href="#">Finance and Responsible Investment Practices</a>	Leonardo Iania Claudio Vescovo	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2221	<a href="#">Tutorat et approfondissement</a>		FR [q1] [] [5 Credits] 🌐		x

**OPTION SOURCING AND PROCUREMENT (LLN) [15.0]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

○ LLSMS2036	<a href="#">Supply Chain Procurement</a>	Constantin Blome Antony Paulraj (compensates Per Joakim Agrell)	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2037	<a href="#">Sourcing Strategy</a>	Constantin Blome Michael Henke	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2038	<a href="#">Procurement Organisation and Scope</a>	Constantin Blome	EN [q1] [30h] [5 Credits] 🌐		x



**OPTION INTERNATIONAL FINANCE (LLN) [15.0]**

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

● LLSMS2054	International Finance and crisis management	Bertrand Candelon	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2027	Capital markets and innovations	Leonardo Iania	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2221	Tutorat et approfondissement		FR [q1] [] [5 Credits] 🌐		x

**OPTION TAX SYSTEMS (ICHEC) [15.0]**

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

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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 Content:**

● LFISC2210	Taxation of mergers and acquisitions (in French)		FR [q1] [60h] [3 Credits] 🌐		x
● LFISC2220	Corporate tax and reporting practice (in French)		FR [q1] [60h] [8 Credits] 🌐		x
● LFISC2230	Introduction to International and European Taxation (in French)		FR [q1] [60h] [4 Credits] 🌐		x

**[15.0]**

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Content:**

● MLSMM2124	Behavioural Finance	Rudy De Winne	FR [q2] [30h] [5 Credits] 🌐	X	
● MLSMM2125	Portfolio Management	Catherine D'Hondt	FR [q2] [30h] [5 Credits] 🌐	X	
● MLSMM2126	Risk Management & Financial Institutions	Nathan Lassance	EN [q2] [30h] [5 Credits] 🌐	X	

**Alternatives**

- > [Master \[120\] in Management](https://uclouvain.be/en-prog-2022-gesm2m-programme) [ https://uclouvain.be/en-prog-2022-gesm2m-programme ]  
 > [Master \[120\] in Management \[CEMS Programme\]](https://uclouvain.be/en-prog-2022-gesm2m-programme) [ https://uclouvain.be/en-prog-2022-gesm2m-programme ]

**MASTER [120] IN MANAGEMENT**

- Mandatory
- ✘ Optional
- △ Not offered in 2022-2023
- Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- (FR) Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Tronc commun****o CFA - Bloc annuel 1 (60 credits)**

● MLSMM2112	Finance & Governance	Catherine D'Hondt	FR [q1] [30h] [5 Credits] 🌐	X	
● MLSMM2113	Strategic Marketing	Caroline Ducarroz	EN [q1] [30h] [5 Credits] 🌐	X	
● MLSMM2220	Seminar on Current Managerial Issues	Olivier de Wasseige Alain Vas	EN [q1+q2] [30h+0h] [5 Credits] 🌐	X	
● MLSMM2160	Managerial Project & Project Management	Amélie Jacquemin	FR [q2] [75h] [10 Credits] 🌐	X	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 Content**

				Year	
				1	2
○ MANGL2163	Advanced English 1	Céline Gouverneur (coord.) Caroline Lambert Guy Monfort Quentin Zèques	EN [q1+q2] [0h+30h] [2 Credits] 🌐	X	
⌘ MNEER2164	Advanced Dutch 1	Erika Copriau (coord.) Bruno Michiels	NL [q1+q2] [0h+30h] [3 Credits] 🌐	X	
⌘ MESPA2165	Advanced Spanish 1	Juan Francisco Hernandez Rodriguez (coord.)	ES [q1+q2] [0h+30h] [3 Credits] 🌐	X	

### ○ Major Financial Management (Mons) (30 credits)

#### ○ Term 1

○ MLSMM2121	Derivative Securities	Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐	X	
○ MLSMM2122	Equity Valuation	Mikael Petitjean Xavier Suin	EN [q1] [30h] [5 Credits] 🌐	X	
○ MLSMM2123	Fixed Income Analysis	Anh Nguyen Isabelle Platten	FR [q1] [30h] [5 Credits] 🌐	X	

#### ○ Term 2

○ MLSMM2124	Behavioural Finance	Rudy De Winne	FR [q2] [30h] [5 Credits] 🌐	X	
○ MLSMM2125	Portfolio Management	Catherine D'Hondt	FR [q2] [30h] [5 Credits] 🌐	X	
○ MLSMM2126	Risk Management & Financial Institutions	Nathan Lassance	EN [q2] [30h] [5 Credits] 🌐	X	

### ○ CFA - Bloc annuel 2 (60 credits)

○ MLSMM2200	Final Master's Thesis		FR [q1+q2] [] [18 Credits] 🌐		X
○ MLSMM2201	Master's Thesis Seminar	Julie Hermans	FR [q1+q2] [30h] [2 Credits] 🌐		X
○ MLSMM2202	Internship with Coaching	Catherine D'Hondt Isabelle Platten	FR [q1+q2] [30h] [10 Credits] 🌐		X
○ MLSMM2218	Performance Management	Anne-Catherine Provost	FR [q1] [30h] [5 Credits] 🌐		X
○ MLSMM2212	Taxation	Kim Van de Velden	FR [q1] [30h] [5 Credits] 🌐		X

### ○ Langues étrangères - niveau avancé 2 (5 credits)

○ MANGL2236	Advanced English 2	Caroline Lambert Guy Monfort Quentin Zèques (coord.)	EN [q1] [30h] [3 Credits] 🌐		X
⌘ MNEER2238	Advanced Dutch 2	Bruno Michiels (coord.)	NL [q1] [30h] [2 Credits] 🌐		X
⌘ MESPA2237	Advanced Spanish 2	Juan Francisco Hernandez Rodriguez (coord.)	ES [q1] [30h] [2 Credits] 🌐		X

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

This option (co-organised by LSM and ICHEC) is exclusively reserved for students of the "financial management" track. It takes place on the ICHEC site in Brussels. Registration for these courses is done via the Mobi application which manages UCLouvain students on mobility.

○ LICHE2210	Alternative Investments and Advanced Portfolio Management The code for this teaching unit in Mobi is XHEIC1017.		FR [q1] [30h] [5 Credits] 🌐		X
○ LICHE2230	Advanced Financial Analysis and Reporting The code for this teaching unit in Mobi is XHEIC1018.		FR [q1] [30h] [5 Credits] 🌐		X
○ LICHE2240	Ethics in Finance The code for this teaching unit in Mobi is XHEIC1019.		FR [q1] [30h] [5 Credits] 🌐		X

### ○ Liste au choix de finalités GESM2M

#### ○ Professional Focus (30 credits)

##### ○ Content:

**MASTER [120] IN MANAGEMENT [CEMS PROGRAMME]**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

Year

1 2

**o Tronc commun****o CEMS Annual Block 1**

Students who choose the CEMS programme will have a Master's degree of more than 120 credits. Students who do not wish to exceed 120 Master's credits are invited to choose another programme.

○ LLSMS2901	Consulting Project	Raphaël Betti Constantin Blome Corentin Hericher Ruben Olieslagers Bernard Paque James Thewissen Vincent Vanderborght	EN [q1] [60h+15h] [10 Credits] 🌐	X	
○ LLSMS2220	Seminar on Current Managerial Issues	Per Joakim Agrell	EN [q1+q2] [22.5h+7.5h] [2 Credits] 🌐	X	

**o Corporate Social Responsibility (5 credits)**

1 course between :

⊗ LLSMS2397	Corporate Social Responsibility (in dutch)	Sabine Denis	NL [q1] [30h] [5 Credits] 🌐	X	
⊗ LLSMS2905	Corporate Social Responsibility	Carlos Desmet Corentin Hericher Corentin Hericher (compensates Valérie Swaen)	EN [q1] [22.5h+7.5h] [5 Credits] 🌐	X	

**o CEMS Option (15 credits)**

All three courses have to be taken.

○ LLSMS2111	International Business	Sunita Malhotra Frédéric Pouchain	EN [q1] [30h] [5 Credits] 🌐	X	
○ LCEMS2108	International Financial Management for CEMS	Denis Knaepen	EN [q1] [30h] [5 Credits] 🌐	X	
○ LLSMS2109	International Marketing Management	Isabelle Schuiling	EN [q1] [30h] [5 Credits] 🌐	X	

**o Seminar (3 credits)**

○ LLSMD2090	Seminar on Relational and Managerial Competences	Patrice Gobert Pierre Meurens	EN [q1+q2] [45h+7.5h] [3 Credits] 🌐	X	
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**o Cems Activities (25 credits)**

All 4 courses/activities have to be taken.

○ LCEMS2114	Business Analytics	Simon Hazée	EN [q2] [30h] [5 Credits] 🌐	X	
○ LLSMS2902	Green Transition Management	Paul Belleflamme Yves De Rongé Xavier Marichal Emmanuel Mossay (compensates Yves De Rongé)	EN [q2] [22.5h+15h] [5 Credits] 🌐	X	
○ LLSMS2904	Managing Uncertainty	Régis Coeurderoy Loïc Decaux Leonardo Iania	EN [q2] [22.5h+15h] [5 Credits] 🌐	X	

				Year	
				1	2
○ LCEMS2915	Internship and Career development	Patrice Gobert Pierre Meurens	EN [q1+q2] [15h] [10 Credits] 🌐	x	

### ○ CEMS Annual Block 2

○ LLSMD2901	Mémoire		FR [q1+q2] [] [18 Credits] 🌐		x
○ LLSMD2094	Séminaire d'accompagnement du mémoire	Chantal de Moerloose	FR [q1+q2] [30h] [2 Credits] 🌐	x	x

### ○ 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).

○ LLSMS2116	Global Strategy	Benoît Gailly	EN [q1] [30h] [5 Credits] 🌐		x
○ LCEMS2341	Block Seminar (CEMS) : Supply Chain Management	Per Joakim Agrell Constantin Blome	EN [q1] [30h] [3 Credits] 🌐		x
○ LLSMS2112	Supply Chain and sourcing	Per Joakim Agrell Constantin Blome	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2903	Digital Transformation Management	Paul Belleflamme Jérôme Coenraets Manuel Kolp	EN [q1] [22.5h+15h] [5 Credits] 🌐		x

### ○ Q3 LSM Option (15 credits)

1 option among :

#### ✳ Option Corporate Finance (LLN) (15 credits)

○ LLSMS2014	Entrepreneurial Finance	Raphaël Betti (compensates James Thewissen Quentin Colmant)	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2108	Current Issues in Finance	James Thewissen	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2091	Cross Cultural Competences and Management	Marc Hellemans (compensates Ina Aust-Gronarz)	EN [q1] [22.5h+7.5h] [5 Credits] 🌐		x

#### ✳ Option Corporate sustainable Management (LLN) (15 credits)

○ LLSMS2280	Business Ethics and Compliance Management	Carlos Desmet	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2282	Finance and Responsible Investment Practices	Leonardo Iania Claudio Vescovo	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2091	Cross Cultural Competences and Management	Marc Hellemans (compensates Ina Aust-Gronarz)	EN [q1] [22.5h+7.5h] [5 Credits] 🌐		x

#### ✳ Option Marketing strategy for connected brands (LLN) (15 credits)

○ LLSMS2000	Marketing Research	Gordy Pleyers	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2091	Cross Cultural Competences and Management	Marc Hellemans (compensates Ina Aust-Gronarz)	EN [q1] [22.5h+7.5h] [5 Credits] 🌐		x
○ LLSMS2008	Digital Marketing	Isabelle Schuiling	EN [q1] [30h] [5 Credits] 🌐		x

#### ✳ Option International Finance (LLN) (15 credits)

○ LLSMS2054	International Finance and crisis management <i>To be replaced by a course from another option</i>	Bertrand Candelon	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2027	Capital markets and innovations	Leonardo Iania	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2091	Cross Cultural Competences and Management	Marc Hellemans (compensates Ina Aust-Gronarz)	EN [q1] [22.5h+7.5h] [5 Credits] 🌐		x

#### ✳ Option Sourcing and Procurement (15 credits)

○ LLSMS2036	Supply Chain Procurement	Constantin Blome Antony Paulraj (compensates Per Joakim Agrell)	EN [q1] [30h] [5 Credits] 🌐		x
○ LLSMS2037	Sourcing Strategy	Constantin Blome Michael Henke	EN [q1] [30h] [5 Credits] 🌐		x

				Year	
				1	2
○ LLSMS2038	Procurement Organisation and Scope	Constantin Blome	EN [q1] [30h] [5 Credits]		X

#### ○ CEMS LSM Q4 Courses (27 credits)

CEMS Students who will be at LSM during Q4 need to take CEMS LSM Q4 compulsory courses (22 ECTS credits) + one course from the list of elective courses CEMS LSM Q4

○ LCEMS2343	Global Citizenship	Isabelle Schuiling Valérie Swaen (compensates Isabelle Schuiling)	EN [q2] [30h] [2 Credits]		X
○ LLSMS2117	Business Project (CEMS)	Christophe Lejeune	EN [q2] [30h] [15 Credits]		X
○ LLSMS2066	Global Leadership	Sunita Malhotra	EN [q2] [30h] [5 Credits]		X

#### ○ List of elective courses CEMS LSM Q4 (5 credits)

One course to select among the list of elective courses CEMS LSM Q4 (5 ECTS credits)

⊗ LLSMS2073	Strategic Human Resource Management	Marine De Ridder (compensates Laurent Taskin)	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2071	Diversity Management	Eline Jammaers	EN [q1] [30h] [5 Credits]		X
⊗ LLSMS2061	Corporate Strategy in Europe	Guilhem Bascle	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2062	European Corporate Practice	Eric Comuel	EN [q1] [30h] [5 Credits]		X
⊗ LLSMS2063	Industrial Relations in Europe	Evelyne Léonard	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2009	Risk Management of Financial Institutions	Bertrand Candelon	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2110	Empirics in Corporate Finance	James Thewissen	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2118	Project Evaluation	Leonardo Iania	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2140	Financial Risk	Anh Nguyen James Thewissen	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2003	Brand Management	Isabelle Schuiling	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2283	Sustainable Human Resource Management and Leadership	Ina Aust-Gronarz	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2284	Corporate Sustainability Reporting and Marketing Strategy	Yves De Rongé Valérie Swaen	EN [q2] [30h] [5 Credits]		X
⊗ LCPME2005	Social and Sustainable Entrepreneurship	Julie Hermans	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2114	Entrepreneurship: topical and international aspects	Frank Janssen	EN [q2] [30h] [5 Credits]		X
⊗ LLSMS2223	Principles of banking regulation and supervision	Bertrand Candelon	EN [q2] [30h] [5 Credits]		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 1 CEMS language course at UCL (ILV) to fulfill the CEMS language requirements. List available on [uclouvain.be/en/faculties/lsm/cems-curriculum.html](https://uclouvain.be/en/faculties/lsm/cems-curriculum.html)

### ○ Liste au choix de finalités GESM2M

#### ○ Professional Focus (30 credits)

##### ○ Content:

## Supplementary classes

**To access this Master, students must have a good command of certain subjects. If this is not the case, students must take supplementary classes chosen by the faculty to satisfy course prerequisites.**

- Mandatory
- ⊗ Optional
- △ Not offered in 2022-2023
- ⊖ Not offered in 2022-2023 but offered the following year
- ⊕ Offered in 2022-2023 but not the following year
- △ ⊕ Not offered in 2022-2023 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫 Not open to incoming exchange students
- [FR] Teaching language (FR, EN, ES, NL, DE, ...)

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

○ MECON1212	<a href="#">Microeconomics</a>	Patrick Scarmure	FR [q1] [45h+20h] [5 Credits] 🌐
○ MGEST1219	<a href="#">Finance</a>	Catherine D'Hondt Isabelle Platten	FR [q2] [45h+20h] [5 Credits] 🌐
○ MGEST1108	<a href="#">Marketing</a> <i>Les étudiants titulaires d'un diplôme de bachelier en marketing ou en commerce extérieur sont dispensés de cette unité d'enseignement.</i>	Nadia Sinigaglia	FR [q2] [45h+20h] [5 Credits] 🌐
○ MGEST1222	<a href="#">Production Management</a> <i>Les étudiants titulaires d'un diplôme de bachelier en gestion des transports et logistique sont dispensés de cette unité d'enseignement.</i>	Daniel De wolf (compensates Nadine Meskens)	FR [q2] [30h+10h] [5 Credits] 🌐
○ MGEST1201	<a href="#">Corporate Strategy</a>	Alain Vas	FR [q1] [30h+10h] [5 Credits] 🌐
○ MGEST1323	<a href="#">Human Management</a>	Laurent Taskin	FR [q1] [30h+10h] [5 Credits] 🌐
○ MGEST1325	<a href="#">Accounting and Management Control</a> <i>Les étudiants titulaires d'un diplôme de bachelier en comptabilité sont dispensés de cette unité d'enseignement.</i>	Annick Telle	FR [q1] [45h+20h] [5 Credits] 🌐
○ MQANT1324	<a href="#">Econometrics</a>	Mikael Petitjean	FR [q2] [45h+20h] [5 Credits] 🌐
○ MQANT1326	<a href="#">Méthodes quantitatives de gestion</a> <i>Les étudiants titulaires d'un diplôme de bachelier en informatique de gestion sont dispensés de cette unité d'enseignement.</i>	Corentin Vande Kerckhove	FR [q1] [45h+20h] [6 Credits] 🌐
○ MGEST1302	<a href="#">Séminaire : Organisations et transformation digitale</a>	Christian De Neef	FR [q2] [15h+0h] [2 Credits] 🌐
○ MANGL1339	<a href="#">English 3</a> <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Jessica Degroote (coord.) Céline Gouverneur Adrien Kefer (compensates Céline Gouverneur) Quentin Zèques	EN [q1+q2] [0h+60h] [5 Credits] 🌐
○ MSHUM1303	<a href="#">Organization and Social Change Seminar</a>	Julie Solbreux	FR [q2] [15h+0h] [2 Credits] 🌐

### ○ Cours au choix (5 credits)

Une seconde langue étrangère à choisir parmi :

⊗ MNEER1341	<a href="#">Dutch 3</a> <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Erika Copriau (coord.) Bruno Michiels	NL [q1+q2] [0h+60h] [5 Credits] 🌐
⊗ MESPA1340	<a href="#">Spanish 3</a> <i>Niveau à faire valider en début d'année académique par l'enseignant.</i>	Juan Francisco Hernandez Rodriguez (coord.)	ES [q1+q2] [0h+60h] [5 Credits] 🌐

## Course prerequisites

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The **table** below lists the activities (course units, or CUs) for which there are one or more prerequisites within the programme, i.e. the programme CU for which the learning outcomes must be certified and the corresponding credits awarded by the jury before registering for that CU.

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

### Prerequisites and student's annual programme

As the prerequisite is for CU registration purposes only, there are no prerequisites within a programme year. Prerequisites are defined between CUs of different years and therefore influence the order in which the student will be able to register for the programme's CUs.

In addition, when the jury validates a student's individual programme at the beginning of the year, it ensures its coherence, meaning that it may:

- require the student to combine registration in two separate CUs which it considers necessary from a pedagogical point of view.
- transform a prerequisite into a corequisite if the student is in the final year of a degree course.

For more information, please consult the [Academic Regulations and Procedures](https://uclouvain.be/fr/decouvrir/rgee.html) (<https://uclouvain.be/fr/decouvrir/rgee.html>).

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### # Prerequisites list

**MANGL2236** "[Advanced English 2](#)" has prerequisite(s) MANGL2163

- MANGL2163 - [Advanced English 1](#)

**MESPA2237** "[Español avanzado 2](#)" has prerequisite(s) MESPA2165

- MESPA2165 - [Advanced Spanish 1](#)

**MNEER2238** "[Nederlands voor gevorderden 2](#)" has prerequisite(s) MNEER2164

- MNEER2164 - [Advanced Dutch 1](#)

## The programme's courses and learning outcomes

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For each UCLouvain training programme, a [reference framework of learning outcomes](#) specifies the skills expected of every graduate on completion of the programme. Course unit descriptions specify targeted learning outcomes, as well as the unit's contribution to reference framework of learning outcomes.



## GESM2M - Information

### Access Requirements

Master course admission requirements are defined by the French Community of Belgium Decree of 7 November 2013 defining the higher education landscape and the academic organisation of courses.

General and specific admission requirements for this programme must be satisfied at the time of enrolling at the university.

Unless explicitly mentioned, the bachelor's, master's and licentiate degrees listed in this table or on this page are to be understood as those issued by an institution of the French, Flemish or German-speaking Community, or by the Royal Military Academy.

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

#### SUMMARY

- > [General access requirements](#)
- > [Specific access requirements](#)
- > [University Bachelors](#)
- > [Non university Bachelors](#)
- > [Holders of a 2nd cycle University degree](#)
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### University Bachelors

Diploma	Special Requirements	Access	Remarks
<b>UCLouvain Bachelors</b>			
		Direct access	
		Access based on application	
<b>Others Bachelors of the French speaking Community of Belgium</b>			
Tous les bacheliers de la CfB		Direct access	
Autre programme de bachelier	Programme répondant aux conditions générales d'accès	Access based on application	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.
<b>Bachelors of the Dutch speaking Community of Belgium</b>			
		Direct access	
		Access based on application	
<b>Foreign Bachelors</b>			
		Access based on application	

### Non university Bachelors

> Find out more about [links](#) to the university

Diploma	Access	Remarks
BA - assistant(e) de direction - crédits supplémentaires entre 45 et 60	Les enseignements supplémentaires éventuels peuvent être consultés dans <a href="#">le module complémentaire</a> .	Type court
BA - conseiller(ère) en développement durable - crédits supplémentaires entre 45 et 60		
BA en assurances - crédits supplémentaires entre 45 et 60		

BA en assurances et gestion du risque - crédits supplémentaires entre 45 et 60  
 BA en commerce et développement - crédits supplémentaires entre 45 et 60  
 BA en commerce extérieur - crédits supplémentaires entre 45 et 60  
 BA en comptabilité - crédits supplémentaires entre 45 et 60  
 BA en coopération internationale - crédits supplémentaires entre 45 et 60  
 BA en e-business - crédits supplémentaires entre 45 et 60  
 BA en gestion des transports et logistique d'entreprise - crédits supplémentaires entre 45 et 60  
 BA en gestion hôtelière, orientation arts culinaires - crédits supplémentaires entre 45 et 60  
 BA en gestion hôtelière, orientation management - crédits supplémentaires entre 45 et 60  
 BA en gestion hôtelière - crédits supplémentaires entre 45 et 60  
 BA en immobilier - crédits supplémentaires entre 45 et 60  
 BA en informatique de gestion - crédits supplémentaires entre 45 et 60  
 BA en informatique, orientation développement d'applications - crédits supplémentaires entre 45 et 60  
 BA en international business - crédits supplémentaires entre 45 et 60  
 BA en management de la logistique - crédits supplémentaires entre 45 et 60  
 BA en management du tourisme et des loisirs - crédits supplémentaires entre 45 et 60  
 BA en marketing - crédits supplémentaires entre 45 et 60  
 BA en relations publiques - crédits supplémentaires entre 45 et 60  
 BA en sales account manager - crédits supplémentaires entre 45 et 60  
 BA en sciences administratives et gestion publique - crédits supplémentaires entre 45 et 60  
 BA en vente - crédits supplémentaires entre 45 et 60

## Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
<b>"Licenciés"</b>			
		Access based on application	
<b>Masters</b>			
		Direct access	
		Access based on application	
Tout master	Avec la mineure en gestion et programme répondant aux conditions générales d'accès	Access based on application	
		Access based on application	

## Holders of a non-University 2nd cycle degree

### Access based on validation of professional experience

> It is possible, under certain conditions, to use one's personal and professional experience to enter a university course without having the required qualifications. However, validation of prior experience does not automatically apply to all courses. Find out more about [Validation of priori experience](#).

Accès selon la procédure de validation des acquis de l'expérience  
 Consultez le site [www.uclouvain.be/vae](http://www.uclouvain.be/vae)

### Access based on application

Access based on application : access may be granted either directly or on the condition of completing additional courses of a maximum of 60 ECTS credits, or refused.

## Admission and Enrolment Procedures for general registration

## Teaching method

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This programme, the quality of which has been recognised by external auditors of the international EQUIS accreditation programme, offers four key advantages:

### A particularly wide range of specialisation majors and options

With access to over 30 majors/options, students can specialise in the most advanced fields of management. It is general practice for them to further develop their specialist skills and knowledge by selecting the same field for their dissertation and internship. These majors and options are available at both LSM campuses (Mons and Louvain-la-Neuve) and, in most cases, the courses are held over two (maximum three) weekdays to facilitate travel between campuses.

### Combination of academic knowledge and workplace experience

The programme is taught by an equal balance of teachers who are also practising researchers in their field and professionals selected for their widely acknowledged experience and expertise. Students must also complete an internship in a company and their dissertation can take the form of an individual final project by addressing an issue or assignment identified during their internship. Links with the business world are a constant of both classroom teaching and the extra-academic activities organised by the School's Corporate unit.

### Teaching methods focused on learning and developing transferable skills

In concrete terms, this means that the teaching methods virtually always focus on problem-solving, collaborative learning (case studies, project, problems, simulations) and self-guided work. This approach is supported by compulsory reading, theory classes and lectures, with an equal balance between continuous and final assessment, and between individual and group assessment.

### A strong international focus

The international aspect of this programme is supported by a particularly extensive network of exchange partners (over 140 partner business schools), access to the CEMS Master in International Management (we are the only university in Belgium offering this) and the opportunity to obtain a [double degree](#) with one of seven prestigious partner universities.

## Evaluation

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*The evaluation methods comply with the [regulations concerning studies and exams](https://uclouvain.be/fr/decouvrir/rgee.html) (<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".*

Several [assessment methods](#) are used in this programme, with a particular focus on what are known as "active" teaching methods, which encourage students to take an active role in the learning process:

- **continuous assessment** of each student's output/acquired knowledge, individually or in groups: presentations, moderation of debates, written reports;
- **ad hoc assessment** of acquired knowledge via written and oral exams after the six-week course block or during the examination sessions.

To find out more about assessment, click on the title of the course to see the course description.

## Mobility and/or Internationalisation outlook

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### Internationalisation

This Master's programme has the added benefit of offering various mobility and internationalisation options:

- Many LSM courses are taught in English.
- **One term abroad** (30 credits) ([exchange programme](https://uclouvain.be/en/faculties/lsm/erasmus-other-exchanges.html) (<https://uclouvain.be/en/faculties/lsm/erasmus-other-exchanges.html>)) at one of the 145 partner universities that are renowned worldwide for their management courses.
- **One term in Flanders** (30 credits) (Erasmus Belgica) at one of the three partner universities renowned for their management courses.
- A unique opportunity, exclusive in Belgium to LSM, to take the **CEMS Master in International Management** run by the [CEMS](#) Global Alliance in Management Education network, plus exclusive access to the [PIM](#) (Partnership in International Management) network.
- The opportunity to spend the **second year abroad** as part of the **International Business (IB)** programme, which offers an exchange at a partner university and a six-month internship at a company outside the European Union.
- The possibility of obtaining **two Master's degrees** by combining a full year at LSM (UCLouvain) and another full year at a partner university. Several [DDs \(double degrees\)](#) and a [DDD](#) (dedicated double degree) are offered in partnership with seven prestigious European universities.

### Internships and contact with the business world

The second term of Year 2 of the Master's programme is given over to an internship (minimum three months) at a company or organisation. Completing this work placement and a dissertation (which may or may not be tied in with the internship) offers greater contact with the business world at the end of the programme. With many options for internships or stays abroad, in Europe or elsewhere in the world, students will be better prepared to enter the workplace.

Courses are also given in foreign languages by visiting professors.

## Possible trainings at the end of the programme

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- [PhD in Management](https://uclouvain.be/en/study-programme/phds-2022-ti.html) (https://uclouvain.be/en/study-programme/phds-2022-ti.html) (Louvain-la-Neuve & Mons)
- [Master \[120\] in Environmental Science and Management](#) (Louvain-la-Neuve)
- [Master \[60\] in Information and Communication](#) (Mons)
- [Master \[60\] in Information and Communication](#) (Louvain-la-Neuve)
- [Teacher Training Certificate \(upper secondary education\) - Management \(shift schedule\)](#)
- ...

## Contacts

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### Curriculum Management

Faculty

Structure entity

SSH/LSM

Denomination

Louvain School of Management ([LSM](#))

Sector

Human Sciences ([SSH](#))

Acronym

LSM

Postal address

Place des Doyens 1 - bte L2.01.01

1348 Louvain-la-Neuve

Website

<http://www.uclouvain.be/lsm>

Mandate(s)

- Dean : Matthieu de Nanteuil
- Administrative director : Helena Torres

Commission(s) of programme

- Commission d'enseignement de la Louvain School of management ([CLSM](#))

Academic supervisor: Julie Hermans

Other academic Supervisor(s)

- François Fouss

Jury

- Patrick Scarmure
- Caroline Ducarroz

Useful Contact(s)

- Information for future students (Nicolas Hurtado de Jesus - tel. +32 (0)65 323 327): [info-mons@uclouvain.be](mailto:info-mons@uclouvain.be)
- Magaly Duquesne
- François Fouss

