

GESA2M - Introduction

Introduction

Introduction

The Master 120 in Management Sciences (with work-linked-training), in codiplomation with Unamur, combines academic rigor with a strong and paid presence in companies. It focuses on managerial practices related to the digital transformation of the company, essential to adapt to the constant changes in the economic and technological environment. Improving operational efficiency and customer experience, accessing new markets, innovating products and services, redefining business models... the opportunities of digital transformation of the company are numerous and contribute to maintaining a competitive position in the market.

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 (through a professional immersion of at least 200 days during the Master program) 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;
- incorporated the challenges of international competition into socially responsible management practices;

The Master in Management offers you:

- teaching by researchers and experts in the field;
- active teaching methods;
- strengthening of your language skills directly applied to professional management practices: through advanced language courses
- a joint degree with UNamur. You will benefit from the teaching of expert professors from UNamur and UCLouvain and you will graduate from both universities.
- a customisable study experience thanks to the opportunity to follow an option in your favourite field in order to become an expert in the field. In addition to courses specific to digital transformation, you choose your specialisation and option courses, your partner company and the theme of your dissertation.
- a 4-quarter paid internship. You join the teams of professionals from the strategy, marketing, finance and regulatory departments to carry out your internship, which lasts 3 days/week at the beginning of the course and 4 days/week at the end. Throughout this period, you are paid.
- a project dissertation. Your dissertation is directly related to your in-company experience.

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;
- wish to combine theoretical learning with field experience;
- want to build up substantial professional experience during your studies;
- 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.

Your programme

The 120-credit Master's programme will comprise:

- a specialization in digital business transformation consisting of 2 seminars including at least 200 days of internship;
- a core curriculum consisting of 6 advanced courses related to management and digital business transformation and a work placement (BLOC 1);
- an advanced language course applied to management;
- 2 specialisation courses and an option of 3 courses;
- a work placement of at least 200 days;
- a project dissertation.

Please note that, depending on your previous experience, some learning units (= prerequisite courses) could be added to your Master programme.

Your parcours

This Master's programme gives access to:

- various advanced Master's degrees

- graduate management school
- teacher training certificate (upper secondary education)

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.

GESA2M Programme

Detailed programme by subject

CORE COURSES

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🚫🌐 Not open to incoming exchange students

[FR]

PROFESSIONAL FOCUS: DIGITAL ENTERPRISE TRANSFORMATION
[30.0]

- Mandatory
- ⊗ Optional
- △ Not offered in 2024-2025
- ⊙ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 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:

○ MLSMM2161	Internship search		[FR] [q1] [] [2 Credits] 🌐	x	
○ MLSMM2162	Coaching	Karine Charry Ingrid Poncin	[FR] [q2] [30h] [8 Credits] 🌐	x	
○ MLSMM2222	Advanced work-linked-training internship		[FR] [q1+q2] [] [15 Credits] 🌐		x
○ MLSMM2264	Coaching advanced	Christophe Lejeune Ingrid Poncin	[FR] [q1] [30h] [5 Credits] 🌐		x

OPTIONS

				Year	
				1	2
⌘ MLSMM2261	Collective Entrepreneurship <i>If this LU is chosen, the student will not be authorised to take the entrepreneurship option.</i>	Julie Hermans	FR [q1] [30h] [5 Credits]	x	x
⌘ MLSMM2262	Technological Entrepreneurship <i>If this LU is chosen, the student will not be authorised to take the entrepreneurship option.</i>	David Valentiny (compensates Julie Hermans)	FR [q1] [30h] [5 Credits]	x	x
⌘ MLSMM2263	Entrepreneurial Change Making <i>If this LU is chosen, the student will not be authorised to take the entrepreneurship option.</i>	Amélie Jacquemin	EN [q1] [30h] [5 Credits] > French-friendly	x	x
⌘ MLSMM2151	Data Mining	Abdessamad Ait El Cadi	FR [q1] [30h] [5 Credits]	x	x
⌘ MLSMM2152	New Technologies & Emerging Practices				

ONE OPTION FROM : [15.0]

One option to choose from:

OPTION ENTREPRENEURSHIP (MONS) [15.0]

- Mandatory
- ⌘ Optional
- △ Not offered in 2024-2025
- ⊙ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 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

OPTION MARKETING DECISION (MONS) [15.0]

- Mandatory
 - ⊗ Optional
 - △
-



Course prerequisites

There are no prerequisites between course units (CUs) for this programme, i.e. the programme activity (course unit, CU) whose learning outcomes are to be certified and the corresponding credits awarded by the jury before registration in another CU.

The programme's courses and learning outcomes

For each UCLouvain training programme, a [reference framework of learning outcomes](#) specifies the 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.

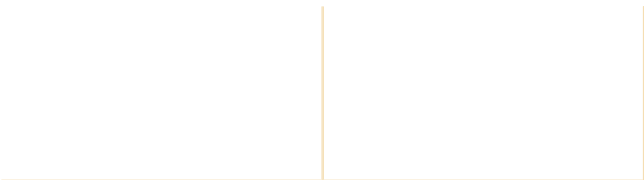
GESA2M - Information

Access Requirements

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
"Licenciés"			
Belgian Licence in Economics Belgian Licence in Management Belgian Licence in Applied Economics Belgian Licence in Business Engineering	Meet the general and specific access requirements .	Access based on application	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits. If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > Submit a UCLouvain online access request
Masters			
Belgian Master 60 credits in Management		Direct access	Possibility of valuation of max. 45 credits.
Belgian Master 60 credits in Economics	Meet the general and specific access requirements	Access based on application	Composition of the programme to be determined according to the student's background and specialization needs. Possibility of possible valuation of credits. If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > submit a UCLouvain online access request
Any other Belgian Master's	Meet the general and specific access requirements	Access based on application	If general and specific requirements are met > possibility of access on file with the possible addition of a maximum of 60 additional credits into the master's programme > submit a UCLouvain online access request
Non-Belgian Master's university degree issued by a recognized academic institution	Meet the general and specific access requirements	Access based on application	Composition of the programme to be determined according to the student's background and



specialization needs. Possibility of possible valuation of credits.

If general and specific requirements are met > [submit a UCLouvain online access request](#)

Holders of a non-University 2nd cycle degree

Degrees and titles corresponding to 2nd cycle non-university degrees do not allow access to the programme.

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](#).

(with the exception of specialized masters).

For professionals who wish to acquire basic training in management sciences, consult [Master \[60\] in Management \(shift schedule\)](#) (Mons site) or [Master \[60\] in Management \(shift schedule\)](#) (Charleroi site).

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.

In the event of access on file, and depending on the diploma you hold, please refer to the "general and specific conditions of access" which can be downloaded in PDF format by simply clicking on the hyperlinks given in the tables above.

Admission and Enrolment Procedures for general registration

Teaching method

This programme, whose quality has been recognised by external auditors in the EQUIS international accreditation procedure, has the following 3 major strengths:

A professional focus in digital transformation of the company in alternation and an offer of specialisation courses and options allowing to personalise the course

An option (15 ECTS) is necessary to allow the student's management training beyond the interest in digital transformation. Some of the options recommended here could concern entrepreneurship, strategy or a future field of application (procurement, marketing, finance, logistics, etc.)

Teaching that combines academic learning and professional practice

Teaching is provided in a balanced way by teachers who are also active researchers in their field and by professionals selected for their widely recognised experience and expertise. Students must also complete an internship in a company and may also construct their dissertation in response to a problem or mission identified during this internship, in the form of a project dissertation. Links with companies are omnipresent both in the teaching and in the extra-academic activities organised by the school's Corporate Unit.

Teaching methods centered on learning and the development of transversal skills

This is reflected in the almost widespread use of teaching methods geared towards problem solving, collaborative learning (case studies, projects, problems, simulations) and independent work. This approach is developed in conjunction with compulsory readings, theoretical frameworks and lectures and is based on a balance between continuous and final assessment of learning, between individual and group assessments.

Evaluation

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)	<ul style="list-style-type: none">• Dean : Matthieu de Nanteuil• Administrative director : Helena Torres
Commission(s) of programme	<ul style="list-style-type: none">• Commission d'enseignement de la Louvain School of management (CLSM)
Academic supervisor:	Anne-Catherine Provost
Other academic Supervisor(s)	<ul style="list-style-type: none">• Ingrid Poncin
Jury	<ul style="list-style-type: none">• President of the jury: Patrick Scarmure• Jury secretary: Caroline Ducarroz
Useful Contact(s)	<ul style="list-style-type: none">• Information for future students (Aurélie Balena - tél. +3265/32.35.44): info-alternance@uclouvain.be• Studies management officer: Maité Van Daele• Vice-Dean LSM Mons: Ingrid Poncin

