



## GESM1BA - Teaching profile

### Learning outcomes

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

The profile of Bachelor in Management graduates is set out in the **Louvain School of Management (LSM) competency framework**. This framework centres around the following three skills: acquiring a knowledge base, applying a scientific approach and adopting a socially responsible mindset.



1.

Adopt a socially responsible mindset

Think and take decisions responsibly, taking account of ethical and civic values.

- 1.1 Demonstrate the ability to reason independently and adopt a considered and critical approach to knowledge (academic and common sense).
- 1.2 Consider ethical and humanistic values, integrity, the laws and conventions, civic solidarity and sustainable development in all interactions with the community.
- 1.3 Analyse a situation responsibly, taking into account the economic, social and environmental impact on the various stakeholders.
2. Acquire a knowledge base
- Actively acquire a knowledge base in different subjects (management, human science, economics, law, quantitative methods) that are essential for analysing issues in the various fields of management.
- 2.1 Understand the basic concepts and theories in each of the fields of management and economics.
- 2.2 Acquire a knowledge base in human science and law.
- 2.3 Acquire a knowledge base in quantitative, IT and digital methods.
- 2.4 Apply knowledge gained from different subjects to solve a simple but concrete management problem.
3. Apply a scientific approach
- Use a scientific approach to analyse concrete management problems and situations.
- 3.1 Understand and selectively use scientific texts and works in French and English.
- 3.2 Apply clear and structured analytical reasoning, conceptual frameworks and science-based models to describe and analyse a simple but concrete problem and offer a solution.
- 3.3 With the help of dedicated software tools, collate, select and analyse relevant information using basic statistical and data analysis methods.
- 3.4 Analyse and interpret results or proposals, and provide a well-argued critique, for a simple but concrete management problem.
- 3.5 Demonstrate rigour and discernment (validity and relevance) in the collation of information sources, and precision in their referencing.
4. Embrace change
- Adopt a positive approach to change in assignments and projects carried out individually or in groups.
- 4.1 Identify opportunities for innovation and be creative in putting forward useful and original ideas.
- 4.2 Identify situations of resistance to change and overcome them.
- 4.3 Be part of a collective change dynamic.
- 4.4 Identify opportunities linked to the digital transformation of companies, sustainable development and organisational changes in the workplace and suggest solutions to management problems based on ESG criteria.
5. Adopt a multidisciplinary and professional mindset
- Compare different motives and rationales for action to understand a concrete problem a company is facing.
- 5.1 Understand the internal workings of a company of limited size and complexity.
- 5.2 Understand these workings, place them in their socio-economic context and identify the interdisciplinary issues.
- 5.3 Combine different areas of knowledge (apply concepts from different fields and compare different rationales for action) to understand a concrete problem of a company or organisation of limited size and complexity.
- 5.4 Use software from different fields to solve a management problem.
6. Become a team player
- Become a team member and player.
- 6.1 Know and understand the principles of collaborative learning.
- 6.2 Recognize and take into account the different points of view of team members.
- 6.3 Manage group relations in a joint project.
7. Manage a project
- Organise and complete a project, taking into account the pre-defined objectives and the constraints of the project environment.
- 7.1 Organise the process: working as a team, and with consideration for the pre-defined objectives, plan and develop all the stages of a project and commit to it collectively, having allocated the tasks.
- 7.2 Share information and expertise to help progress the project and contribute to the team's success with a view to effectively achieving the objective set.
8. Communicate
- Communicate and interact effectively in French and two foreign languages.
- 8.1 With the target audience in mind, communicate information, ideas, solutions and conclusions with written and oral fluency and in a clear, structured and well-argued manner.
- 8.2
- For two foreign languages\* (English and Dutch or Spanish): demonstrate written and spoken fluency and the ability to communicate clearly, coherently, fluently and in a well-argued fashion on general and management-related topics.
- \*For English (all language skills), Level B2 of the Common European Framework of Reference (CEFR). For Dutch 3, Level B1+/B2 of the CEFR. For Spanish 3, Level A2+/B1 of the CEFR.*
- 8.3 Engage effectively and respectfully with peers and teachers, demonstrating listening skills, empathy and assertiveness.
- 8.4 Using computer tools, create graphs and tables that meet scientific standards.
- 8.5 Master basic software for effective communication.
9. Develop
- Demonstrate self-awareness and autonomy, the ability to adapt quickly to new situations and progress in your learning journey.
- 9.1 Self-management: define your priorities, plan ahead and organise all aspects of your work over time, be rigorous and structured in your approach.
- 9.2 Self-awareness and self-control: be aware of, and control, your own feelings and emotions, manage stress, stand back and cast a critical eye over your own output and actions to identify your strengths and weaknesses.
- 9.3 Self-motivation: design your own training plan and define its direction in line with your own values and aspirations.

9.4 Adapt to, and take advantage of, a variety of learning situations.

9.5 Independently assimilate new knowledge and skills to enable you to solve concrete, well-defined management problems.

## Programme structure

The first year is given over to a course on ethics and corporate social responsibility, a core element of the LSM teaching plan, and courses on management (accounting and financial analytics, marketing, a management seminar), economics, the theoretical foundations of management, and management tools and methods (management mathematics, statistics and probability, business informatics).

The programme then focuses on management topics, based on the main corporate functions (marketing, finance, production, HR management) and the cross-cutting elements of a company's operations (strategy, management control).

You will also continue your studies of economics (microeconomics and macroeconomics), quantitative management methods (statistical inference, econometrics) and the corporate legal environment.

In the third year, you have an entrepreneurial project and a professional development project, which will introduce you to the business world. You will also have the opportunity to project yourself into the company of the future through seminars that tackle issues such as social change and the digital transformation of our society and its organisations.

Two **language courses, one of which is English**, are taught in each year.

The programme of the first year (60 credits) is identical to the first year of the Bachelor in Business Engineering programme.

## GESM1BA Programme

## Detailed programme by subject

- 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 3

### o Content:

#### o Law

○ MDROI1105	Sources and Principles of Law	Ignacio De La Serna	(FR) [q1] [45h+0h] [5 Credits] 🌐	x		
○ MDROI1210	Business Law ■	Werner Derycke	(FR) [q1] [30h+0h] [5 Credits] 🌐		x	

#### o Economics

○ MECON1104	Economics	Nathalie Gilson	(FR) [q1] [45h+20h] [5 Credits] 🌐	x		
○ MECON1211	Macroeconomics ■	Nathalie Gilson	(FR) [q2] [30h+10h] [5 Credits] 🌐		x	
○ MECON1212	Microeconomics ■	Patrick Scarmure	(FR) [q1] [45h+20h] [5 Credits] 🌐		x	
○ MECON1312	International Economics ■	Nathalie Gilson	(FR) [q1] [30h+10h] [5 Credits] 🌐			x
○ MECON1313	Industrial Organization ■	Patrick Scarmure	(FR) [q2] [30h+10h] [5 Credits] 🌐			x

o Management

○ MGEST1103	Accounting and Financial Diagnosis	Anne-Catherine Provost	PO [q1] [45h+20h] [5 Credits]	X		
○ MGEST1107	Management Seminar	Isabelle Platten Ingrid Poncin	PO [q2] [30h+30h] [5 Credits]	X		
○ MGEST1108	Marketing	Nadia Sinigaglia	PO [q2] [45h+20h] [5 Credits]	X		
○ MGEST1201	Corporate Strategy	Alain Vas	PO [q1] [30h+10h] [5 Credits]		X	
○ MGEST1218	Accounting and Financial Statements	Victor Collin	PO [q1] [45h+20h] [5 Credits]		X	
○ MGEST1219	Finance	Catherine D'Hondt Isabelle Platten	PO [q2] [45h+20h] [5 Credits]		X	
○ MGEST1222	Production Management	Stefan Creemers	PO [q2] [30h+10h] [5 Credits]		X	
	Information digitale					

				Year		
				1	2	3
○ MANG1235	English 2 🟡	Jessica Degroote Caroline Lambert Daniel Schoemans Marine Volpe (compensates Céline Gouverneur) Quentin Zèques (coord.)	EN [q1+q2] [0h+60h] [5 Credits] 🌐		x	
○ MANG1339	English 3 🟡	Jessica Degroote (coord.) Quentin Zèques	EN [q1+q2] [0h+45h] [4 Credits] 🌐			x

○ **Second Language**

The student chooses and keeps the same second language for the entire bachelor cycle.

⌘ **Dutch**

In the first annual block, the default learning unit is MNEER1121 Dutch 1.

At the end of a placement test, the teacher will decide whether or not to register for the learning unit MNEER1119 Dutch 1 LSM beginner.

○ MNEER1121	Dutch 1	Erika Copriau Bruno Michiels (coord.) Daniel Schoemans	NL [q1+q2] [30h+30h] [5 Credits] 🌐	x		
⌘ MNEER1119	Dutch 1 for LSM Beginners	Daniel Schoemans (coord.)	NL [q1+q2] [60h] [5 Credits] 🌐	x		
○ MNEER1236	Dutch 2 🟡	Erika Copriau (coord.) Bruno Michiels	NL [q1+q2] [0h+60h] [5 Credits] 🌐		x	
○ MNEER1341	Dutch 3 🟡	Erika Copriau (coord.) Bruno Michiels	NL [q1+q2] [0h+45h] [4 Credits] 🌐			x

⌘ **Spanish**

○ MESPA1122	Spanish 1	Juan Francisco Hernandez Rodriguez (coord.)	ES [q1+q2] [30h+30h] [5 Credits] 🌐	x		
○ MESPA1237	Spanish 2 🟡	Juan Francisco Hernandez Rodriguez (coord.)	ES [q1+q2] [0h+45h] [5 Credits] 🌐		x	
○ MESPA1340	Spanish 3 🟡	Juan Francisco Hernandez Rodriguez (coord.) Fernando Juan San Basilio Pardo	ES [q1+q2] [0h+45h] [4 Credits] 🌐			x

## 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](#).

### # Prerequisites list

<b>MANGL1235</b>	" <a href="#">Anglais 2</a> " has prerequisite(s) MANGL1120 <ul style="list-style-type: none"> <li>• MANGL1120 - <a href="#">English 1</a></li> </ul>
<b>MANGL1339</b>	" <a href="#">Anglais 3</a> " has prerequisite(s) MANGL1235 <ul style="list-style-type: none"> <li>• MANGL1235 - <a href="#">English 2</a></li> </ul>
<b>MDROI1210</b>	" <a href="#">Droit de l'entreprise</a> " has prerequisite(s) MDROI1105 <ul style="list-style-type: none"> <li>• MDROI1105 - <a href="#">Sources and Principles of Law</a></li> </ul>
<b>MECON1211</b>	" <a href="#">Macroéconomie</a> " has prerequisite(s) MECON1104 <ul style="list-style-type: none"> <li>• MECON1104 - <a href="#">Economics</a></li> </ul>
<b>MECON1212</b>	" <a href="#">Microéconomie</a> " has prerequisite(s) MECON1104 <ul style="list-style-type: none"> <li>• MECON1104 - <a href="#">Economics</a></li> </ul>
<b>MECON1312</b>	" <a href="#">Economie internationale</a> " has prerequisite(s) MECON1211 <ul style="list-style-type: none"> <li>• MECON1211 - <a href="#">Macroeconomics</a></li> </ul>
<b>MECON1313</b>	" <a href="#">Economie industrielle</a> " has prerequisite(s) MECON1212 <ul style="list-style-type: none"> <li>• MECON1212 - <a href="#">Microeconomics</a></li> </ul>
<b>MESPA1237</b>	" <a href="#">Espagnol 2</a> " has prerequisite(s) MESPA1122 <ul style="list-style-type: none"> <li>• MESPA1122 - <a href="#">Spanish 1</a></li> </ul>
<b>MESPA1340</b>	" <a href="#">Espagnol 3</a> " has prerequisite(s) MESPA1237 <ul style="list-style-type: none"> <li>• MESPA1237 - <a href="#">Spanish 2</a></li> </ul>
<b>MGEST1218</b>	" <a href="#">Comptabilité et états financiers</a> " has prerequisite(s) MGEST1103 <ul style="list-style-type: none"> <li>• MGEST1103 - <a href="#">Accounting and Financial Diagnosis</a></li> </ul>
<b>MGEST1325</b>	" <a href="#">Comptabilité et contrôle de gestion</a> " has prerequisite(s) MGEST1103 <ul style="list-style-type: none"> <li>• MGEST1103 - <a href="#">Accounting and Financial Diagnosis</a></li> </ul>
<b>MGEST1328</b>	" <a href="#">Etudes marketing</a> " has prerequisite(s) MGEST1108 <ul style="list-style-type: none"> <li>• MGEST1108 - <a href="#">Marketing</a></li> </ul>
<b>MNEER1236</b>	" <a href="#">Néerlandais 2</a> " has prerequisite(s) MNEER1121 OU MNEER1119 <ul style="list-style-type: none"> <li>• MNEER1121 - <a href="#">Dutch 1</a></li> <li>• MNEER1119 - <a href="#">Dutch 1 for LSM Beginners</a></li> </ul>
<b>MNEER1341</b>	" <a href="#">Néerlandais 3</a> " has prerequisite(s) MNEER1236 <ul style="list-style-type: none"> <li>• MNEER1236 - <a href="#">Dutch 2</a></li> </ul>
<b>MQANT1221</b>	



### o Social Science

o MSHUM1118	Study Skills Seminar	Jean-Luc Depotte	EN [q1+q2] [15h +30h] [5 Credits] 🌐
o MSHUM1122	Ethics and CSR	Vincent Truyens	EN [q2] [30h +10h] [5 Credits] 🌐

### o Languages

o MANG1120	English 1	Erika Copriau Bruno Michiels Guy Monfort (coord.) Daniel Schoemans Sabine Vandersmissen (compensates Guy Monfort) Marine Volpe (coord.)	EN [q1+q2] [30h +30h] [5 Credits] 🌐
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## GESM1BA - 2ND ANNUAL UNIT

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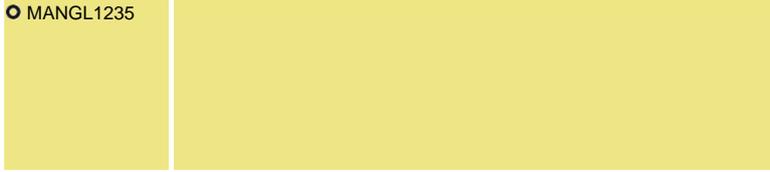
- Mandatory
- ✘ Optional
- △ Not offered in 2024-2025
- ⊖ Not offered in 2024-2025 but offered the following year
- ⊕ Offered in 2024-2025 but not the following year
- △ ⊕ Not offered in 2024-2025 or the following year
- Activity with requisites
- 🌐 Open to incoming exchange students
- 🌐 Not open to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

[FR]

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o Languages

o MANGL1235



## **GESM1BA - 3RD ANNUAL UNIT**

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- Mandatory
  - ✘ Optional
  - △
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**o Social Science**

o MSHUM1303	Organization and Social Change Seminar	Julie Solbreux	ES [q2] [15h +0h] [2 Credits] 🌐
o MSHUM1301	Questions de sciences religieuses	Stanislas Depez	ES [q1] [15h] [2 Credits] 🌐

**o Languages**

o MANG1339	English 3 🇺🇸		
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- For any secondary school diploma **from a European Union country**, the admission request must contain the equivalence of your diploma or, at the very least, proof of the filing of the equivalence request with the Wallonia-Brussels Federation (French Community of Belgium). For any information relating to obtaining an equivalence, please refer to [the following site](#).
- For any secondary school diploma **from a country outside the European Union**, the admission application must contain the [equivalence of your diploma](#) issued by the Wallonia-Brussels Federation (French Community of Belgium). If you have a restrictive equivalence for the programme of your choice, in addition of it, you **must** have either the [DAES](#) or a certificate of successful completion of the [examination giving access to 1<sup>st</sup> cycle studies](#) when you submit your application

## Access based on validation of professional experience

Admission to undergraduate studies on the basis of accreditation of knowledge and skills obtained through professional or personal experience (Accreditation of Prior Experience)

Subject to the general requirements laid down by the authorities of the higher education institution, with the aim of admission to the undergraduate programme, the examination boards accredit the knowledge and skills that students have obtained through their professional or personal experience.

This experience must correspond to at least five years of documented activity, with years spent in higher education being partially taken into account: 60 credits are deemed equivalent to one year of experience, with a maximum of two years being counted. At the end of an assessment procedure organized by the authorities of the higher education institution, the Examination Board will decide whether a student has sufficient skills and knowledge to successfully pursue undergraduate studies.

After this assessment, the Examination Board will determine the additional courses and possible exemptions constituting the supplementary requirements for the student's admission.

## Special requirements to access some programmes

- Admission to **undergraduate studies in engineering: civil engineering and architect**

Pass certificate for the [special entrance examination for undergraduate studies in engineering: civil engineering and architect](#).

Admission to these courses is always subject to students passing the special entrance examination. Contact the faculty office for the programme content and the examination arrangements.

- Admission to **undergraduate studies in veterinary medicine**

[Admission to undergraduate studies in veterinary medicine is governed by the Decree of 16 June 2006 regulating the number of students in certain higher education undergraduate courses \(non-residents\)](#).

- Admission to **undergraduate studies in physiotherapy and rehabilitation**

[Admission to undergraduate studies in physiotherapy and rehabilitation is governed by the Decree of 16 June 2006 regulating the number of students in certain higher education undergraduate courses \(non-residents\)](#).

- Admission to **undergraduate studies in psychology and education: speech and language therapy**

[Admission to undergraduate studies in psychology and education: speech and language therapy is governed by the Decree of 16 June 2006 regulating the number of students in certain higher education undergraduate courses \(non-residents\)](#).

- Admission to **undergraduate studies in medicine and dental science**

[Admission to undergraduate studies in medicine and dental science is governed by the Decree of 16 June 2006 regulating the number of students in certain higher education undergraduate courses \(non-residents\)](#).

Note: students wishing to enrol for a **Bachelor's degree in Medicine** or a **Bachelor's degree in dental science** must first sit an [aptitude test \(fr\)](#).

- Access to **Bachelor of Science in Business Engineering**

The Bachelor of Science in Business Engineering is a joint program organised by KU Leuven and UCLouvain Saint-Louis Bruxelles. In order to register, all candidate must first submit an application via the [KU Leuven admission platform](#). The [conditions of access](#) to this programme are specific.

## Teaching method

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Moving from secondary school to university involves change, with new subjects, new demands, a new environment and meeting new people. To ease this transition to UCLouvain FUCaM Mons, the educational support team offers a range of measures for students **before the start of the academic year, during the year and during the university holidays**; individual support is also available.

Before the start of the academic year, students are invited to take part in **preparatory courses** to get to know the university, the teaching staff, the other students and all members of the university community. These courses are also a good way to practise note-taking, get to grips with the working method and update your subject knowledge (maths, Dutch, etc.).

During the year there are other collective activities available, such as **tutorials, supervised exam revision** and methodology seminars (e.g. time management) on offer. The educational advisers are also available to **meet with students individually** and assess their situation in order to offer them **personalised assistance** (e.g. methodological supervision, a listening ear and support).

In the summer, the educational support team continues to **keep an eye on students** and offers tutorials on subjects that students had difficulty with during the academic year... another little helping hand on your path to success!

For more information about all the support measures available at UCLouvain FUCaM Mons, visit our web page: <https://uclouvain.be/fr/sites/mons/accompagnement-pedagogique.html>.

## Evaluation

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**The evaluation methods comply with the regulations concerning studies and exams. More detailed explanation of the modalities specific to each learning unit are available on their description sheets under the heading "Learning outcomes evaluation method".**

**Written and oral exams** are designed to check the extent to which students have mastered and understood concepts, theories, basic information and skills in the various subjects.

Some teaching activities (exercises) are subject to **continuous assessment**.

To obtain a student's average, the grades awarded for each course unit are weighted by the number of credits allocated to each unit.

## Mobility and/or Internationalisation outlook

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Each year, a growing number of young Europeans undertake an exchange at a foreign university for several reasons, including cultural enrichment, the opportunity to become proficient in other languages and internationalisation of the job market. UCLouvain FUCaM Mons has always appreciated the usefulness of international exchanges in university education. **In the third year of the Bachelor's programme, students have the opportunity to spend one term at one of our partner universities outside Belgium.** To further facilitate the mobility of all students, regardless of their socio-economic situation, financial aid is available to cover part of the cost of their trip abroad.

### Europe or further afield

Students enrolled on a daytime course at UCLouvain FUCaM Mons have the opportunity to take part in exchange programmes at the end of their Bachelor's (and Master's) cycle. They can spend time at one of several renowned universities, including the Università Commerciale Luigi Bocconi in Milan (Italy), Maastricht University (Netherlands), the University of Glasgow (UK), the CEU San Pablo (Spain), the Norwegian School of Economics (Norway) and Laval University (Quebec).

### Belgium

Various study options (e.g. at Antwerp University or Ghent University) are available through the Erasmus Belgica programme.

## Possible trainings at the end of the programme

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### Position in the degree programme

The Bachelor in Management offers direct, unconditional access with no additional studies, to the Master's degree of the same name available at:

- UCLouvain Mons campus: [Master \[120\] in Management](#) and [Master \[60\] in Management](#)
- UCLouvain Louvain-la-Neuve campus: [Master \[120\] in Management](#) and [Master \[60\] in Management](#)
- any other university in the Wallonia-Brussels Federation.

### Other courses available at the end of the programme

The Bachelor in Management offers access to other Master's programmes, provided the additional requirements of the programme in question are met.

Bachelor in Management graduates also have access to the Master's courses run by the Faculty of Economic, Social and Political Sciences and other faculties, provided they meet the programme requirements:

- [Master \[120\] in Economics: General](#) and [Master \[60\] in Economics : General](#)
- [Master \[120\] in Economics: Econometrics](#)

There are a number of UCLouvain Master's programmes (generally stand-alone) that are widely accessible to UCLouvain FUCaM Mons Bachelor's graduates, including:

- [Master \[120\] in Population and Development Studies](#) (direct access for all Bachelor's graduates),
- [Master \[120\] in European Studies](#) (open to all Bachelor's graduates with a minor in European Studies),
- [Master \[120\] in Ethics](#) (open to all Bachelor's graduates, subject to additional course requirements).

## Contacts

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### Curriculum Management

Faculty

Structure entity

SSH/LSM

