

GEST2M - Introduction

Introduction

Introduction

The Master's 120 credits in Management is a two-year programme that is intended to strengthen the managerial abilities of students who, on top of their training in management, economics, and quantitative methods, also have a background in social sciences (sociology, law, psychology, anthropology, philosophy, political science).

Your profile

- You have a Bachelor's degree in economics and/or management;
- You have a Bachelor's degree in another social science with a minor in management and you wish to strengthen your managerial skills;
- You wish to become an ethical and community-minded leader;
- You are motivated by entrepreneurial drive and a desire to learn how to work effectively in a team;
- You are looking for a high-quality education, based on solid scientific knowledge, in all management fields;
- You seek to develop concrete in-company experience and participate in the management of complex and innovative projects;
- You wish to develop your skills in the management of organisations.

Your future job

The Master's 120 credits in Management aims at developing competent leaders who are:

- **Ethical and community-minded** – that is, people who care about broader society, are willing to undertake cultural change for more ethical and sustainable developments, and can contribute to the common good by participating in the design of new political governance;
- **Entrepreneurial and innovative** – that is, people who are willing and able to launch innovative projects, solve complex problems by adopting a systemic perspective, and change business norms;
- **Responsible and inspiring** – that is, people who are free, talented and respectful of the talents of others, profoundly honest and tolerant, and also clear-sighted and dynamic personalities.

Our graduates can access the highest corporate management positions in multiple sectors. Besides consultancy, auditing, banking, sales, and retail, graduates in Management are often found in positions related to marketing, people management, or corporate social responsibility.

Your programme

The programme of the Master's 120 credits in Management is composed of the following four components:

- **Core training.** All master's students must complete focus courses that equip them with the necessary knowledge and competences to achieve excellence and ethics in management in today's challenging world. Through these courses, students acquire a broad and solid grasp of the two forces that are deeply reshaping our society and economy – Green Transition and Digital Transformation – whilst being provided with the appropriate set of methods and guiding principles – Complexity Management and Corporate Social Responsibility.
- **Business exposure.** Students get acquainted with the practical business environment in several ways. In the first term of the programme, students achieve a Consulting Project under the joint supervision of professors and practitioners; the aim is to solve a real business problem and, thereby, to acquire a hands-on learning experience. In the fourth term, students must complete an internship of a minimum of 60 consecutive days. Two seminars also expose students to Current Managerial Issues (through testimonies of high-profile executives) and equip them with Relational and Managerial Competences.
- **Specialized training.** Students acquire in-depth education in some field of management by choosing a Major, that is, a group of five connected courses that focus on a given subject (finance, marketing, people management, ...) or topic (European business, consumer insights, corporate social responsibility, ...). Students also hone their knowledge of a specific management issue through the autonomous, critical, and rigorous research they perform for the completion of their Master's thesis.
- **International exposure.** To prepare students for the global environment in which they will evolve, our programmes propose several ways for strengthening their flexibility, intercultural skills, and open-mindedness. Our Exchange Programme allows students to spend the third term of the programme in one of our 130+ partner universities throughout the world. Students who cannot seize this opportunity take a dedicated set of courses – including Cross-cultural Management and Language courses. Students in the Master's 120 credits in Management can also apply to prime international tracks, namely the [CEMS Master in International Management](#) (exclusive entry point in Belgium) and an array of [double degree](#) programmes. Students are also regularly presented with global managerial issues and brought into contact with international organizations through a large array of activities.

GEST2M - Teaching profile

Learning outcomes

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

The

- 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.
- 6.2. 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.

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

GEST2M Programme

Detailed programme by subject

CORE COURSES [35.0]

In annual block 1, the student must take:

- **focus courses** (30 credits)
- **two seminars** (5 credits)
- **a major, composed of 5 courses**, (25 credits) to be chosen from the list below.

In annual block 2, the student must follow:

- if s.he does not go on exchange, the "**LSM courses (if no exchange)**" including 2 elective courses as well as a language course (15 credits) + **1 Option** (i.e. 3 courses for 15 credits) (see below)
- **the internship** (10 credits)
- **the Master's thesis and its seminar** (20 credits)

If you choose to follow a major and/or an option offered on the Mons' site, please note that you can benefit from a financial support for the mobility.

- 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
-

				Year	
				1	2
○ LLSMS2220	Seminar on Current Managerial Issues	Per Joakim Agrell Prabal Shrestha	EN [q1+q2] [22.5h+7.5h] [2 Credits]	x	
○ LLSMD2094	Séminaire d'accompagnement du mémoire	Caroline Demeyere Evelyne Léonard	FR [q1+q2] [30h] [2 Credits]		x
○ LLSMD2090	Seminar on Relational and Managerial Competences	Matthieu de Nanteuil Caroline Demeyere Maria Roszkowska-Menkes	EN [q1+q2] [45h+7.5h] [3 Credits]	x	

○ Internship (10 credits)

⌘ LLSMD2915	Internship and Career development		EN [q1+q2] [30h] [10 Credits]		x
⌘ LLSMD2916	International Internship with coaching <i>Only for IB students</i>		EN [q2] [30h] [10 Credits]		x

LIST OF FOCUSES

You have the choice between the Professional focus and the Research focus.

The **'Professional' focus** (30 credits) revolves on the deepening of the distinctive disciplines of management : Digital Transformation Management, Green Transition Management, Managing Uncertainty and Consulting Project. The courses of this focus are given during the first 6 weeks of each semester during the first annual block (except for specific profiles).

The **'Research' focus** (30 credits) revolves on epistemological and methodological training in management research. The student may also complete a research internship in a research center linked to the Louvain School of Management and do a research paper on the

RESEARCH FOCUS [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...)

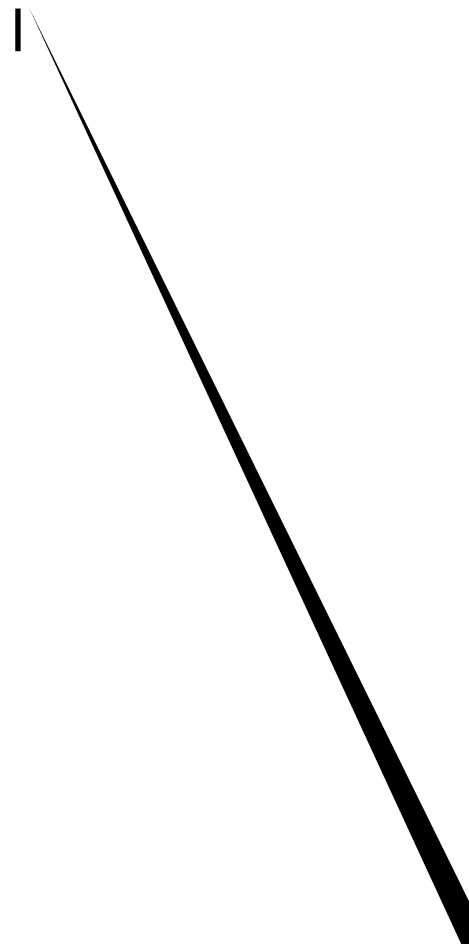
The research focus of 30 credits is centered on the epistemological and methodological training for research in management sciences. The student can also have the opportunity to participate to a research internship at a research center linked to the LSM. He may also write a research master's thesis that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

Year

1 2

Content:

● LLSMA2001	Epistemology of Management	Matthieu de Nanteuil	EN [q2] [30h] [5 Credits] 2.6 1 1 0 1 1 h W n 1 G [] 0 d 2
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> **Elective courses** [en-prog-2024-gest2m-lgest110o]

Options (if no exchange) during the 1st term of annual bloc 2

- > **Option People Management (LLN)** [en-prog-2024-gest2m-lgest558o]
- > **Option Corporate Finance (LLN)** [en-prog-2024-gest2m-lgest560o]
- > **Option International Finance (LLN)** [en-prog-2024-gest2m-lgest594o]
- > **Option Marketing Strategy for Connected Brands (LLN)** [en-prog-2024-gest2m-lgest561o]

MAJOR EUROPEAN BUSINESS (LLN) [25.0]

- 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...)

Here is the [brochure presenting the European Business major](#).

In Term 1, the first two courses of this major are organised in the first part, i.e. the last 6 weeks, while in Q2, the other three courses of this major are organised in the first part, i.e. the first 6 weeks.

Year

1 2

Content:

Term 1

● LLSMS2062	European Corporate Practice	Eric Comuel	EN [q1] [30h] [5 Credits] 🌐	X
● LLSMS2064	European Public Affairs	Antoine Lapeyre de Cabanes (compensates) Clément Fomates		

MAJOR INTERNATIONAL FINANCE (LLN) [25.0]

- 🔒 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...)

Here is the [brochure presenting the International Finance major](#).
The courses of this major take place during the 6 last weeks of each term.

Year

1 2

o Content:**o Term 1**

🔒 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

MAJOR MARKETING STRATEGY FOR CONNECTED BNouvain

MAJOR CONSUMER INSIGHTS (LLN) [25.0]

- 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...)

Here is the [brochure presenting the Consumer Insight major](#).

In Term 1, the first two courses of this major are organised in the second part, i.e. the last 6 weeks, while in Q2, the other three courses of this major are organised in the first part, i.e. the first 6 weeks.

Year

1 2

Content:**Term 1**

● LLSMS2001	Consumer Behavior	Nicolas Kervyn	EN [q1] [30h] [5 Credits] 🌐	X	
● LLSMS2024	Marketing Studies	Gordy Pleyers	EN [q1] [30h] [5 Credits] 🌐	X	

Term 2

● LLSMS2022	Customer Relationship Management(CRM)	Simon Hazée	EN [q2] [30h] [5 Credits] 🌐	X	
● LLSMS2005	Neuromarketing and experimental approach	Gordy Pleyers	EN [q2] [30h] [5 Credits] 🌐	X	
● LLSMS2021	Managing Brand Equity				

MAJOR INTERNATIONAL BUSINESS (LLN) [25.0]

- 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...)

Access to this major is limited to students selected to the 'IB' Programme on the basis of an application file. [More informations about the 'IB' Programme and the selection.](#)

Here is the [brochure presenting the International Business major.](#)

The courses of this major take place during the 6 last weeks of each term.

Year

1 2

o Content:

o Term 1

○ LLSMS2014	Entrepreneurial Finance	Raphaël Betti (compensates) James Thewissen Quentin Colmant	EN [q1] [30h] [5 Credits] 🌐	X	
○ LLSMS2030	Supply Chain Management	Pierre Semal	EN [q1] [30h] [5 Credits] 🌐	X	

o Term 2

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

MAJOR TACTICAL AND DIGITAL MARKETING DECISIONS (MONS)

[25.0]

- 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
 -
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MAJOR FINANCE AND TRANSITION (MONS) [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...)

Here is the [brochure presenting the Finance and Transition](#).

MAJOR AUDITING AND ACCOUNTING EXPERTISE (MONS) [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...)

Here is the [brochure presenting the Auditing and Accounting Expertise major](#).

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

Students who choose this major 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 major.

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)	Xavier Doyen	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	



OPTIONS (IF NO EXCHANGE) DURING THE 1ST TERM OF ANNUAL BLOC 2
[15.0]**OPTION PEOPLE MANAGEMENT (LLN) [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...)

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

Year

1 2

Content:

○ LLSMS2071	Diversity Management	Edina Dóci	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
○ LLSMS2091	Cross Cultural Competences and Management	Ina Aust-Gronarz Edina Dóci	EN [q1] [22.5h+7.5h] [5 Credits] 🌐		X

OPTION CORPORATE FINANCE (LLN) [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...)

This option is not available to students who have followed the Major in Corporate Finance

Year

1 2

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
○ LLSMS2091	Cross Cultural Competences and Management	Ina Aust-Gronarz Edina Dóci			

OPTION SOURCING AND PROCUREMENT (LLN) [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
-

OPTION MARKETING COMMUNICATION (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
-

OPTION DECISION MARKETING (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 \(objectives, methods, evaluation...\)](#)

This option is not available to students who have followed the Major Tactical and Digital Marketing Decisions

Year



**OPTION DEVELOPMENT AND MANAGEMENT: NORTH-SOUTH
PERSPECTIVES (ICHEC) [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
-

ICHEC - CFA : ADVANCED FINANCIAL ANALYSIS (ICHEC) [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 \(objectives, methods, evaluation...\)](#)

This option (co-organised by LSM and ICHEC) is exclusively reserved for students of the "financial management" track. It takes place

				Year	
				1	2
<input checked="" type="radio"/> LLSMS2014	Entrepreneurial Finance	Raphaël Betti (compensates James Thewissen) Quentin Colmant	EN [q1] [30h] [5 Credits]		x
x					

MASTER [120] IN MANAGEMENT [TRACK FINANCIAL MANAGEMENT - DOUBLE DEGREE UCLouvain-ICHEC]

- 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...)

Please note: this double degree will soon be suppressed. Only students who have started this programme at the latest in 2022-23 will still be able to apply for this double degree.

This double degree programme in "Financial Management" is offered to students of the Master 120 in Management Sciences (day courses). It is accessible by selection and corresponds to a specific course in advanced finance. See the web page <https://uclouvain.be/fr/facultes/ism/track-financial-management.html> for the selection requirements.

Year

1 2



Core courses

Annual bloc 1 (65 credits)

This programme has 65 credits in annual bloc 1

● LLSMS2220	Seminar on Current Managerial Issues	Per Joakim Agrell Prabal Shrestha	EN [q1+q2] [22.5h+7.5h] [2 Credits] 🌐	X
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				Year	
				1	2
<input checked="" type="radio"/> LLSMS2904	Managing Uncertainty	Régis Coeurderoy Loïc Decaux Loïc Decaux (compensates Leonardo Iania)	EN [q2] [22.5h+15h] [5 Credits] 	x	

				Year	
				1	2
⌘ LMULT2414	Oral business communication techniques in German 1 Compulsory attendance. Limited access (max. 5 students)	Manon Hermann Ann Rinder	DE [q1] [15h+15h] [5 Credits] 		x
⌘ LALLE2710	Listening comprehension and oral expression: specialised German oral exercises - Part 1 Limited access (see ILV)	Mélanie Mottin (compensates Ann Rinder)	DE [q1] [30h] [5 Credits] 		x

o Focuses

o Professional Focus (30 credits)

o Content:

o LLSMS2901	Consulting Project	Raphaël Betti Loïc Decaux Corentin Hericher Ruben Olieslagers James Thewissen Vincent Vanderborght Vincenzo Verardi	EN [q1] [60h+15h] [10 Credits] 🌐	X
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o Corporate social responsibility (5 credits)

One course among :

🔗 LLSMS2397

Once they have succeeded the preparatory module, they will have to follow the programme of the [Master \[120\] in Management](#) .

- 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...)

○ Basic courses (40 credits)

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

○ LECGE1222	Microeconomics	Arastou Khatibi Arastou Khatibi (compensates Johannes Johnen) Arastou Khatibi (compensates François Maniquet)	FR [q1 or q2] [45h+15h] [5 Credits] 🌐
○ LECGE1219	Accounting II and analysis of financial statements	Michel De Wolf Maxence Postaire	FR [q2] [45h+15h] [5 Credits] 🌐
○ LECGE1213	Marketing	Nicolas Kervyn	FR [q1] [30h+15h] [5 Credits] 🌐
○ LECGE1315	Business Strategy	Alain Vas	FR [q1 or q2] [20h+10h] [5 Credits] 🌐
○ LECGE1223	Production and Operations Management	Daniel De wolf (compensates Per Joakim Agrell)	FR [q1] [30h] [5 Credits] 🌐
○ LECGE1321	Human Management	Laurent Taskin	FR [q2] [30h+15h] [5 Credits] 🌐
○ LECGE1332	Finance	Philippe Grégoire	FR [q1] [30h+15h] [5 Credits] 🌐
○ LECGE1317	Critical Analysis of organizations and markets	Joseph Amougou Matthieu de Nanteuil	FR [q1] [30h] [5 Credits] 🌐

○

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 skills expected of every graduate on completion of the programme. Course unit descriptions specify targeted learning outcomes, as well as the unit's

GEST2M - 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.

<p>Bachelor : Business Engineering (French-Dutch-English) (site de Bruxelles - Saint-Louis) - INTB1BA</p>	<p>Direct access</p>	<p>> Direct online registration</p>
<p>Bachelor of Science in Business Engineering (site de Bruxelles - Saint-Louis) - BBEB1BA</p>	<p>Direct access</p>	<p>> Direct online registration</p>
<p>Other UCLouvain bachelors</p>	<p>Meet the general and specific access requirements</p>	<p>Access based on application</p> <p>If general and specific requirements are met > possibility of access on file with the addition of a maximum of 60 additional credits into the master's programme > you must:</p> <ul style="list-style-type: none"> . fill in the prerequisite analysis form and send it back to lsm-belgian-admissions@uclouvain.be and . also submit a UCLouvain online access request

Non-Belgian bachelor's university degree in Economics and Management or equivalent issued by a recognized academic institution

Meet the [general and specific access requirements](#)

[Access based on application](#)

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

Non university Bachelors

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

Holders of a **bachelor's degree from long type Belgian non-university higher education** in commercial engineering or in business management may, after analysis of the file by the jury, access the Master's degree in Management, with maybe an additional teaching unit (EU) in "mathématiques avancées et fondement d'économétrie". > [Submit a UCLouvain online request](#)

Holders of one of the **bachelor's degree from short type Belgian non-university higher education** listed below have access to the Master 120 in Management with the addition of a minimum of 45 credits and a maximum of 60 credits of additional teaching units (EU) (= Preparatory module) [Additional requirements for admission](#) > [Submit a UCLouvain online request](#)

Diploma	Access	Remarks
BA - assistant(e) de direction - crédits supplémentaires entre 45 et 60	Les enseignements supplémentaires éventuels peuvent être consultés dans le module complémentaire .	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		

			<p>master's programme > you must :</p> <ul style="list-style-type: none"> . fill in the prerequisite analysis form and send it back to lsm-belgian-admissions@uclouvain.be and . also submit a UCLouvain online access request
Non-Belgian licence's (2nd cycle) university degree issued by a recognized academic institution	Meet the general and specific access requirements	Access based on application	If general and specific access requirements are met > Submit a UCLouvain online access request
Masters			
Belgian Master 120 credits in Management, Profesional focus		Direct access	The Master's degree 120 in Management, <u>Research focus</u> can be obtained by succeeding the 30 credits of Research focus only > Direct online registration
Belgian Master 120 credits in Management, Research focus		Direct access	The Master's degree 120 in Management, <u>Professional focus</u>

Non-Belgian Master's university degree issued by a recognized academic institution	Meet the general and specific access requirements	Access based on application	. also submit a UCLouvain online access request
Non-Belgian Master's degree, issued by a recognized academic institution, comprising at least 45 course credits, at master's level, equivalent to the courses of the Master [120] in Management of the Louvain School of Management, giving the possibility of obtaining, in one year, the Master [120] in Management	Meet the general and specific access requirements	Access based on application	If general and specific access requirements are met > Submit a UCLouvain online access request If general and specific access requirements are met > possibility to obtain, in one year, the Master's degree 120 credits in Management > 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 prior experience](#).

For professionals who wish to acquire a basic education in management sciences, the [Master \[60\] in Management \(shift schedule\)](#) (entirely in French) is made for you. You can also have a look at the [executive education proposed at the Louvain School of Management](#).

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.

Access based on application for (future) holders of a **Belgian or a non Belgian degree**: you must of course meet the general and specific access requirements mentioned in the table above according to the degree you have or will obtain and then you must [complete and submit an online application to UCLouvain and follow the procedure](#)

Admission and Enrolment Procedures for general registration

Before submitting an access request, we invite you to look carefully at the table above and see if access is possible.

If you think you have access to this Master, here is how the procedure will work:

1. You must submit an [online access request](#), after filling in all the required fields and providing the required documents.
2. The central service of the university will check your application.
3. If you have an access on file, the central service will forward your file to the faculty (Louvain School of Management) which will analyse your access in relation to the specific conditions visible in the table above.
4. The positive or negative decision of the faculty is then transmitted to the central service.
5. The central service will check various final elements before sending you the final decision, which will be either a refusal or the "Autorisation d'inscription" document. The latter will allow you to register officially at the university.

Teaching method

The quality of our Master's programme is continuously monitored by external auditors through the EQUIS international accreditation process. In terms of teaching methods, the two main strengths of our programmes are:

- **An education that mixes academic knowledge and professional practice**

Blended training is provided by academics who are top researchers in their fields and professionals, specially selected for their experience and widely renowned expertise. As a result, students are exposed to the latest scientific advances in management studies and their application in business life. Formal teaching is complemented with a hands-on learning experience that students acquire in various ways (group projects in connection with organizations, internship, master thesis). Students can also access a wide array of extra-curricular activities organised by the School's Corporate Unit.

- **A focus on active learning and the development of multidisciplinary skills**

We have created a learning environment that combines a variety of interactive teaching methods: lectures, case studies, group assignments, individual and group projects, problem-solving, flipped classrooms, business games, invited speakers. To optimize the learning experience, we blend theoretical and practical work, hard and soft skills, as well as in-person and online teaching activities. Courses are bundled in modular parts of six weeks to strengthen the acquisition of knowledge and competences. Exams may be organized at the end of each six-week part to complement the continuous assessment (interim tests, individual and group assignments) that is organized during the part.

Evaluation

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".

Because of our emphasis on active learning, most of the assessment is continuous. That is, students complete individual and group assignments during and after the courses. These assignments can take various forms (written reports, oral presentations, problem-solving, projects, videos, debates, etc.). Examinations can complement the assessment and are organized in the continuation of the teaching after each six-week courses' part. The assessment is both formative (by monitoring student learning and providing ongoing feedback) and summative (by evaluating student learning against some benchmark).

The details of the assessment can be found in the description of each course.

Mobility and/or Internationalisation outlook

This Master's programme offers various internationalisation and mobility opportunities that will add value to your curriculum:

1. **A quadrimester abroad** (30 credits) as part of an [exchange programme](#) in one of the 145 worldwide recognised partnerexcnis.gem-excnis.gem-

Contacts

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: [Evelyne Léonard](#)

Jury

- President of the jury - Prof. Benoît Gailly: president-jury-lln@uclouvain.be
- Secretary of the jury: [Evelyne Léonard](#)

Useful Contact(s)

- Admissions of (future) holders of a Belgian's degree - Mrs Ornella Hennin: lsm-belgian-admissions@uclouvain.be
- Admissions of (future) holders of a non-Belgian's degree - Mrs Estelle Tonon: lsm-international-admissions@uclouvain.be
- Studies Advisor - Mrs Anneliese Desbuquoit: lsm-head-student-office@uclouvain.be

