



GEHD2M1  
2024 - 2025

## GEHD2M1 - Introduction

### Introduction

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The Master's 60 credits in Management (shift schedule), taught in French, covers most of the basic management programme. It aims to train you in the main management skills to enrich your basic training, previously acquired in another field.

#### Your profile

You:

- have professional experience and you want to strengthen your skills with solid management knowledge;
- want to meet other persons with different training and experience;
- wish to give added value to your profile by developing an understanding of the management issues of the organisations or companies where you will be called upon to practice your profession.

#### Your future job

Management graduates have careers in many sectors: industry, banking and insurance, retail, auditing, private companies, public bodies, SMEs, multinationals, consulting firms.

They are responsible for: management controller, company auditor, investment advisor, financial analyst, HR development manager, project manager, IT consultant, etc.

#### Your programme

The Master's 60 credits in Management (shift schedule) offers you:

- an overview of business management;
- a high-level programme that reconciles the demands of professional and family life with those of university studies;
- an innovative pedagogical approach that offers you the opportunity to develop a managerial vision of your professional expertise.



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. Exercise enlightened leadership skills: unite and motivate different team members, identify, draw on and develop their skills and talents, guide them towards achieving a common goal, while adapting to time constraints and the changing environment.

**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. Develop and use interpersonal skills: understand and manage 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.

## GEHD2M1 Programme

### Detailed programme by subject

#### CORE COURSES [60.0]

Students who do not wish to apply for a reduction of studies (see art.45 of the [RGEE](#)) and who wish to complete their programme in one year may create their annual study programme (PAE) by integrating courses from the Master 60 credits taught in Louvain-la-Neuve or from evening courses taught in Mons or Charleroi, subject to validation, of the proposed PAE, by the jury.

- 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...)

○ LLSMG2050	<a href="#">Comptabilité et analyse des états financiers</a>		10 [q1] [30h] [5 Credits] ⊗ 🌐
○ LLSMG2051	<a href="#">Finance</a>		10 [q1] [30h] [5 Credits] ⊗ 🌐
○ LLSMG2052	<a href="#">Marketing</a>	Nicolas Kervyn de Meerendré	10 [q1] [30h] [5 Credits] ⊕

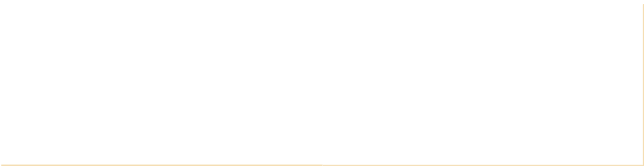












BA en sales account manager - crédits supplémentaires entre 45 et 60

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	
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> **Requirements:** [Requirements to be met](#)

> **Application procedure for access/registration :** Download the [VAE 2024 file](#), complete it and return it **by mail** at the latest on Friday 17th May at noon, to the following address [lsm-masters60@uclouvain.be](mailto:lsm-masters60@uclouvain.be).

If the jury deems your file admissible, you will be invited to **an aptitude test** which will take place on Friday 31 0 30r/243999ke .place o- hTf 1 0 0 -1 TJ 0

## Teaching method

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This program, specifically designed for working people, alternates theoretical presentations and case studies in order to allow a concrete understanding of management issues.

The program attracts an audience from a wide variety of educational and professional backgrounds. The confrontations of different practices and points of view, both between students and professors, and between students, offer an enrichment of the students' perspective on the different fields of management.

Students are invited in various individual or group assignments - to reflect on their professional practice or to study and solve management problems related to their professional field.

## 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".***

The evaluation methods are diverse: individual and/or group work, written or oral exams, final dissertation (TFE).

## Possible trainings at the end of the programme

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- [Master \[120\] in Management](#) (Louvain-la-Neuve)
- [Master \[120\] in Management](#) (Mons)

## 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: [lsm-masters60-pm@uclouvain.be](mailto:lsm-masters60-pm@uclouvain.be)

Jury

- President of the jury - Prof. Benoît Gailly: [president-jury-lln@uclouvain.be](mailto:president-jury-lln@uclouvain.be)
- Secretary of the jury - Prof. Gordy Pleyers: [lsm-masters60-pm@uclouvain.be](mailto:lsm-masters60-pm@uclouvain.be)

Useful Contact(s)

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

