

**At Mons - 120 credits - 2 years - Day schedule - In English**

Dissertation/Graduation Project : **YES** - Internship : **YES**

Activities in English: **YES** - Activities in other languages : **optional**

Activities on other sites : **YES**

Main study domain : **Sciences économiques et de gestion**

Organized by: **Louvain School of Management (LSM)**

Programme acronym: **GESA2M** - Francophone Certification Framework: 7

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[Introduction](#)



- 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.

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

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

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

# Programme structure

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## 1. Core courses

It defines the common basis and the programme's orientation in the economics and management of digital transformation, including organisational and strategic credits. Courses are taught at both universities in French or English and offered in hybrid modes.

As part of the ongoing development at LSM to differentiate the content and format of the Master Thesis, the supervision of the Master Project Thesis for the programme will be related to the internship and will take the form of an independent project report on the work done, replacing the internship report. The maximum number of pages will be limited and the focus should be on the main achievements during the work experience period

## 2. Work-study programs

Students complete a four-quarter paid internship. Students join teams of professionals from the strategy, marketing, finance and regulatory departments to complete your internship of 3 days/week at the beginning of the course and 4 days/week at the end.

The internship is supervised by both an organisation's tutor and the university's training coordinator (or his representative).

The internship with work-linked-training differs from a standard internship in terms of duration, scope and remuneration.

The internship is accompanied by two seminars to allow the theorisation of practices and the taking of a perspective on professional practices. Regular seminars are organised on themes related to the digital transformation of the company. For each theme, academic theories are studied and put into perspective with professional practices. The regular seminars allow for exchanges aimed at developing the students' ability to take a step back and put things into perspective through dialogue with teachers and professionals.

## 3. Specialization courses (1 by bloc)

## 4. Option

## 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) Teaching language (FR, EN, ES, NL, DE, ...)

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

				Year	
				1	2
● LLSMS2903	<a href="#">Digital Transformation Management</a>	Jérôme Coenraets Manuel Kolp Yves Wautelet (compensates Paul Belleflamme)	EN [q1] [22.5h+15h] [5 Credits] 🌐	x	









# MLSMM2132

- 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...)

In partnership with BASF.

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

Year

1 2

## Content:

○ MLSMM2131	Retailing & Distribution Management	Simon Hazée	(FR) [q1] [30h] [5 Credits]	🌐	X
○ MLSMM2132	Price Management	Caroline Decanoz			

# MLSMM2132

Teaching language (FR, EN, ES, NL, DE, ...)

In partnership with BASF. This option is not available to students who have followed the major Tactical & Digital Marketing Decisions.  
Open to incoming exchange students

# ⊕ Not offered in 2024-2025 but offered the following year

Not offered in 2024-2025 but offered the following year



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

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● MECON1212	<a href="#">Microeconomics</a>	<a href="#">Patrick Scarmure</a>	FR [q1] [45h+20h] [5 Credits] 🌐
● MGEST1219	<a href="#">Finance</a>	<a href="#">Catherine D'Hondt</a> <a href="#">Isabelle Platten</a>	FR [q2] [45h+20h] [5 Credits] 🌐
● MGEST1108	<a href="#">Marketing</a> <i>Les étudiant-es titulaires d'un diplôme de bachelier en</i>		

## Course prerequisites

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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

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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

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

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

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

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

#### SUMMARY

- > [General access requirements](#)
- > [Specific access requirements](#)
- > [University Bachelors](#)
- > [Non university Bachelors](#)
- > [Holders of a 2nd cycle University degree](#)
- > [Holders of a non-University 2nd cycle degree](#)
- > [Access based on validation of professional experience](#)
- > [Access based on application](#)
- > [Admission and Enrolment Procedures for general registration](#)

### Specific access requirements

In addition to fulfilling the specific conditions described here below, candidates must provide proof of sufficient command of the **French language** (level B2 of the [Common European Framework of Reference](#)).

Given the organization of courses taught in **English** within the programme, a sufficient command of this language (level B1 of the [Common European Framework of Reference](#)) is strongly recommended.

#### DIRECT ACCESS OR APPLICATION-BASED ACCESS? PLEASE CHECK THE FOLLOWING TABLES

**!!! As part of this Masters degree, the agreement between the student and the company must be signed before the student's enrollment in the program (no later than October 31st), or the enrollment will not be considered as valid (art. 11 of the decree of June 30, 2016 concerning work-linked-training) . !!!**

### University Bachelors

Diploma	Special Requirements	Access	Remarks
<b>UCLouvain Bachelors</b>			
<a href="#">Bachelor in Management</a> (Mons campus) <a href="#">Bachelor : Business Engineering</a> (Mons campus) <a href="#">Bachelor in Economics and Management</a> (Louvain-la-Neuve campus) <a href="#">Bachelor : Business Engineering</a> (Louvain-la-Neuve campus) <a href="#">Bachelor in Economics and Management</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor in Economics and Management (French-English)</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor in Economics and Management (French-Dutch-English)</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor : Business Engineering</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor : Business Engineering (French-English)</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor : Business Engineering (French-Dutch-English)</a> (Saint-Louis Bruxelles campus) <a href="#">Bachelor of Science in Business Engineering</a> 719 Tm [(Bruxelles campus))] TJ campus)			

Other UCLouvain bachelor degrees	Meet the <a href="#">general and specific requirements</a> .	<a href="#">Access based on application</a>	If the general and specific requirements are met, application-based enrolment is possible with a maximum of 60 crédits supplementary classes > <a href="#">Online enrolment</a>
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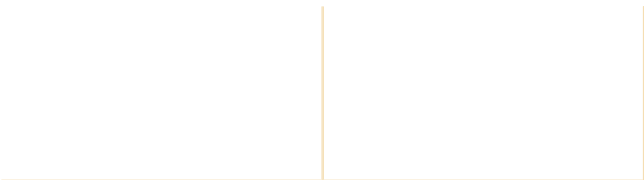
**Others Bachelors of the French speaking Community of Belgium**

Bachelor in Management Bachelor in Economics and Management Bachelor Business Engineering		Direct access	> <a href="#">Online enrolment</a>
Autre programme de bachelier	Meet the <a href="#">general and specific requirements</a> .	<a href="#">Access based on application</a>	If the general and specific requirements are met, application-based enrolment is possible with a maximum of 60 crédits supplementary classes > <a href="#">Online enrolme</a>

**Bachelors of the Dutch speaking Community of Belgium**

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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





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	<a href="http://www.uclouvain.be/lsm">http://www.uclouvain.be/lsm</a>

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: [Anne-Catherine Provost](#)

Other academic Supervisor(s)

- [Ingrid Poncin](#)

Jury

- President of the jury: [Patrick Scarmure](#)
- Jury secretary: [Caroline Ducarroz](#)

Useful Contact(s)

- Information for future students (Aurélie Balena - tél. +3265/32.35.44): [info-alternance@uclouvain.be](mailto:info-alternance@uclouvain.be)
- Studies management officer: [Maité Van Daele](#)
- Vice-Dean LSM Mons: [Ingrid Poncin](#)

