



## GESM2M - Introduction

### Introduction

#### Introduction

The Master [120] in Management (GESM2M) aims to develop the transferable skills and expertise required for management functions in public and private, national and international, commercial and non-commercial organisations.

On completion of this Master's degree, you will have:

- assimilated management theories and concepts with a view to using them effectively and appropriately;
- placed organisations in their socio-economic and institutional context in order to understand the interdependencies between organisation and environment and translate them into management decisions;
- incorporated the challenges of international competition into socially responsible management practices;
- developed (including via a mandatory company internship and an optional foreign exchange) the skills and know-how to competently handle the complex and varied challenges that organisations face in managing functions and skills at a strategic, tactical and operational level;
- had the opportunity to take advantage of one of LSM's special options, which include international double degrees, the CEMS programme and the digital marketing immersion programme.

The Master in Management offers you:

- teaching by researchers and experts in the field;
- active teaching methods;
- a strengthening of your language skills directly applied to professional management practices: targeted courses given in English; integrated language support systems in certain learning units of the program (support for teaching activities carried out in English, support for the use of the foreign language for the dissertation and internship), advanced level language courses;
- the opportunity to study for one term at one of the 145 partner universities;
- a management internship within a company;
- the only available access in Belgium to the [CEMS selection](#) (from the LLN campus) programme with a view to also obtaining the Master's degree in International Management (CEMS);
- the opportunity to specialise in auditing and accountancy;
- access to the inter-faculty Entrepreneurship specialisation (INEO major, based on your academic record) or the Sustainable Management specialisation (Philippe de Woot major in Corporate Sustainable Management);
- the opportunity to specialise in Marketing and obtain a BASF certificate from visiting trainers from BASF Management Consulting (BASF headquarters, Germany) in two courses (the Tactical and Digital Marketing Decisions majors and the Marketing Decisions option);
- the opportunity to take part in the IB selection programme (exchange with a partner university and a six-month internship in a company outside the European Union);
- the opportunity to complete a double degree organised with one of seven prestigious partner universities;
- the opportunity to become a [digital marketing expert](#);
- the opportunity to do a major and an option in your chosen field with a view to becoming an expert in that field.

#### Your profile

You:

- meet the admission requirements for this programme;
- wish to use your entrepreneurial skills and transform initiatives into economic and social realities;
- tend towards decision-making and management functions;
- are aiming for excellence in national and international management.

#### Your future job

A position of responsibility in corporate leadership and management in which you can put into practice your ability to undertake initiatives, transform them into economic realities, organise and ensure the continuity of these activities, seek out the necessary resources and combine them in an appropriate manner.

Our management graduates make a career for themselves in many sectors, including industry (production and operations management), banking and insurance, auditing and large-scale retail, in private companies, public organisations, non-profit organisations, SMEs, multinationals and consultancy firms.

They hold positions of responsibility, such as management controller, company auditor, investment adviser, financial analyst, HR development manager, project manager, IT consultant, sales manager, purchasing manager, logistics manager or environmental manager.

#### Your programme

The 120-credit Master's programme will comprise:

- professional focus courses on management topics (finance, marketing, strategy, etc.), as well as seminars;
- one major, comprising six courses to be selected from the main fields of management;
- a one-term exchange (highly recommended but not compulsory) or a term of six courses, including a foreign language and an option comprising three courses;
- an internship;
- a dissertation.

Note that, depending on your previous studies, some course units (= prerequisite courses) may be added to your Master's programme.

## Your parcours

This Master's programme gives access to:

- various advanced Master's degrees
- graduate management school
- teacher training certificate (upper secondary education)

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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.

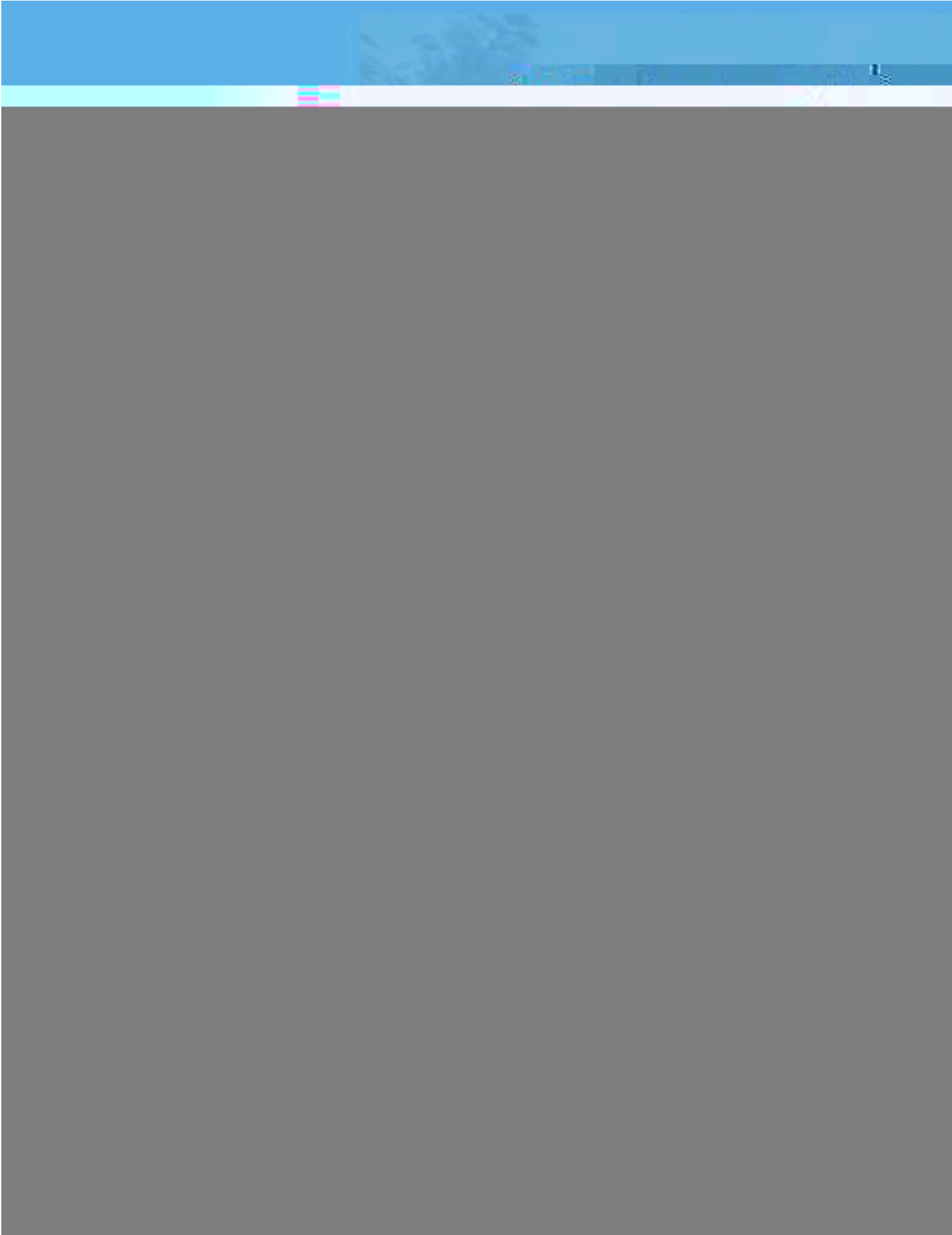
5.3 Understand and establish their own role and scope for action, in the overall operation of the organization, while liaising with the various internal and external stakeholders.

#### **6. Teamwork and leadership**

Integrate and work in a team, exercise enlightened leadership within the group.

## Programme structure

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The Master [120] in Management has four elements :

#### 1. Common core curriculum

This includes the dissertation and its seminar, an internship that can be tied in with the dissertation topic as well as foreign language courses.

#### 2. A professional focus

This involves more in-depth study of different management topics (strategy, finance, management control, marketing and human resources).

#### 3. A major

This is a two-part course that enables students to specialise in one of the fields of management (marketing, strategy and organisation, finance, auditing, etc.). Students will have access to the majors that are offered at both the Mons and the Louvain-la-Neuve campuses of Louvain School of Management.

#### 4. Exchange or LSM option and courses

In the second year, students have the opportunity to either take one or more exchange courses at one of the 145 partner universities of Louvain School of Management or continue to specialise with LSM courses and a 15-credit option.

Note that, depending on your previous studies, the examination board may add some course units (= prerequisite courses) to your Master's programme.

LSM also offers Master's [120] students seven tracks that pursue specific educational objectives. These are accessed through a selection process, which, for some, takes place in the academic year prior to entry into the first year of the Master's programme.

### The CEMS Master in International Management – CEMS MIM

LSM is the exclusive Belgian partner of this network, which has, for some years now, brought together leading European business schools and several partners outside Europe.

### Interdisciplinary Programme in Entrepreneurship - INEO

This programme brings together students from several UCLouvain faculties and equips them with the analytical and thinking tools they need to understand entrepreneurial processes, create or take over a business (private limited liability company, non-profit organisation, public limited company, etc.) or progress entrepreneurial projects within existing organisations.

### The International Business (IB) programme

This programme is for students who would like to embark on an international career. By combining a preparatory major specific to this programme, exchange courses and a six-month internship in a multinational company abroad, it cultivates the open-mindedness, intercultural skills, adaptability and proactivity required for working in an international environment. The students selected for the IB programme will therefore spend the whole of their second year abroad, successively completing an international exchange and a six-month internship in a company outside Europe.

### Double degree - DD & DDD

By accumulating 60 course credits at Louvain School of Management, approximately 40 course credits at the DD partner university and a joint dissertation for both universities (20 credits), students will be awarded two Master's degrees, one from LSM and the other from the partner university:

- Prague University of Economics and Business (Czech Republic)
- University of Cologne (Germany)
- Norwegian School of Economics and Business Administration – NHH (Bergen, Norway)
- Universidade NOVA de Lisboa (Lisbon, Portugal)
- Vytautas Magnus University (Kaunas, Lithuania)
- Aix-Marseille University (Aix-Marseille, France)
- KU Leuven (Leuven, Belgium)
- Instituto Superior Técnico - Technical University of Lisbon (Lisbon, Portugal)

A dedicated double degree (DDD) with a focus on Environmental Issues and Supply Chain Management is offered exclusively by LSM and NHH.

### The Auditing stream (major + option) at the Mons campus.

### The Digital Marketing programme (in connection with the IPM Digital Marketing chair)

This programme is for students who wish to specialise in digital marketing. By combining marketing options in the first year, primarily the Digital Marketing option, with a work place1 0 0 0.1130 focus on1Mal2n, 0Sme is for students [(())] TJ 1 0 0 -26 NHH (Bergen, Norway)

## Detailed programme by subject

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### CORE COURSES

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

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

Year



## PROFESSIONAL FOCUS [30.0]

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

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

Year

1 2





**MAJOR AUDITING & ACCOUNTING EXPERTISE (MONS) [30.0]**

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

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

Year

**1 2****o Content:**

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**o Term 1**

● MLSMM2141	Internal Control & Risk Management	Bénédicte Vessié	(FR) [q1] [45h] [6 Credits] 🌐
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## MAJOR TACTICAL & DIGITAL MARKETING DECISIONS (MONS) [30.0]

You can find the major's brochure [here](#).

- 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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## INEO - INTERDISCIPLINARY PROGRAM IN ENTREPRENEURSHIP (LLN) [30.0]

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

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

INEO is a major offered in 30 Master programmes, in 9 faculties of UCLouvain. It involves the completion of an interfaculty Master's thesis (in team) on a business creation project. Access to this major (as well as to each of the courses) is limited to selected students. All information on <https://uclouvain.be/en/study/ineo>.

Year

1 2

### ○ Content:

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#### ○ Term 1

- |             |  |  |
|-------------|--|--|
| ○ LINEO2001 | <a href="#">Théorie de l'entrepreneuriat</a> |  |
|-------------|--|--|







## MAJOR INTERNATIONAL FINANCE (LLN) [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...)

*This LLN major only contains 2 courses during the first term. Students from the Mons campus wishing to follow it will have the LLSMS2221 course added in order to guarantee the necessary number of credits for this major (30 credits) in their programme.*

Year

1 2

### o Content:

#### o Term 1

● LLSMS2221	Tutorat et approfondissement		(FR) [q1] [5 Credits]	🌐	x



***PHILIPPE DE WOOT MAJOR IN CORPORATE SUSTAINABLE  
MANAGEMENT (LLN) [30.0]***

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## OPTION MARKETING DECISION (MONS) [15.0]

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

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[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









### OPTION CORPORATE SUSTAINABLE 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...)

Year

1 2

#### o Content:

● LLSMS2280	<a href="#">Business Ethics and Compliance Management</a>	Carlos Desmet	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2282	<a href="#">Finance and Responsible Investment Practices</a>	Leonardo Iania Claudio Vescovo	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2221	<a href="#">Tutorat et approfondissement</a>		FR [q1] [] [5 Credits] 🌐		x

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

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

Year

1 2

#### o Content:

● LLSMS2036	○	🌐			
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**OPTION INTERNATIONAL 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...)

Year

1 2

**o Content:**

● LLSMS2054	<a href="#">International Finance and crisis management</a>	<a href="#">Bertrand Candelon</a>	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2027	<a href="#">Capital markets and innovations</a>	<a href="#">Leonardo Iania</a>	EN [q1] [30h] [5 Credits] 🌐		x
● LLSMS2221					

## **OPTION TAX SYSTEMS (ICHEC) [15.0]**

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For more information, please visit <https://www.ichec.be/fr/master-en-gestion-de-lentreprise>

- 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
  - △ ⊕
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## OPTION FINANCE AND TRANSITION II (MONS) - FOR ICHEC STUDENTS ONLY [15.0]

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

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

*For ICHEC students only*

Year



## 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](#).

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### # Prerequisites list

**MANGL2236** "[Advanced English 2](#)" has prerequisite(s) MANGL2163

- MANGL2163 - [Advanced English 1](#)

**MESPA2237** "[Español avanzado 2](#)" has prerequisite(s) MESPA2165

- MESPA2165 - [Advanced Spanish 1](#)

**MNEER2238** "[Nederlands voor gevorderden 2](#)" has prerequisite(s) MNEER2164

- MNEER2164 - [Advanced Dutch 1](#)

## The programme's courses and learning outcomes

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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 contribution to reference framework of learning outcomes.

## GESM2M - 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

#### University Bachelors

Diploma	Special Requirements	Access	Remarks
<b>UCLouvain Bachelors</b>			
<a href="#">Bachelor in Management (Mons campus)</a> <a href="#">Bachelor : Business Engineering (Mons campus)</a> <a href="#">Bachelor in Economics and Management (Louvain-la-Neuve campus)</a> <a href="#">Bachelor : Business Engineering (Louvain-la-Neuve campus)</a> <a href="#">Bachelor in Economics and Management (Saint-Louis campus)</a> <a href="#">Bachelor in Economics and Management (French-English) (Saint-Louis campus)</a> <a href="#">Bachelor in Economics and Management (French-Dutch-English) (Saint-Louis campus)</a>		Direct access	> <a href="#">Online enrolment</a>
Other UCLouvain bachelor degrees	Meet the <a href="#">general and specific requirements</a> .	Access based on application	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>
<b>Others Bachelors of the French speaking Community of Belgium</b>			
<a href="#">Bachelor in Management</a> <a href="#">Bachelor in Economics and Management</a> <a href="#">Bachelor Business Engineering</a>		Direct access	> <a href="#">Online enrolment</a>





BA en relations publiques - crédits supplémentaires entre 45 et 60

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

BA en sciences administratives et gestion publique - crédits supplémentaires entre 45 et 60

BA en vente - crédits supplémentaires entre 45 et 60

### Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
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> It is possible, under certain conditions, to use one's personal and professional experience to enter a university course without having the required qualifications. However, validation of prior experience does not automatically apply to all courses. Find out more about [Validation of priori experience](#).

(with the exception of specialized masters).

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

## Access based on application

Access based on application : access may be granted either directly or on the condition of completing additional courses of a maximum of 60 ECTS credits, or refused.

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

## Admission and Enrolment Procedures for general registration

## Teaching method

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