

GEST2M1 - Introduction

Introduction

GEST2M1 - Teaching profile

Learning outcomes

The Master 60 in Management prepares the graduate to meet the challenge of **becoming a socially responsible professional with a global overview of the management professions.**

The **Master 60 in Management** is a programme that develops the basic skills and expertise necessary for management functions in public or private, national or international, commercial or non-commercial organisations.

A student who registers for this programme already has a first university Master's degree in a field other than management, or a university Bachelor's degree in management. This Master's programme allows him to either expand his skills in management functions or refine them by incorporating an academic approach, a reflective view and critical detachment.

At the end of this programme, the graduate will be:

> **Responsible:** capable of implementing socially responsible management practices in private or public organisations.

> **A professional:**

- who has assimilated basic management theories and concepts for efficient, expert use in a future professional environment;
- capable of determining the complex and varied issues that commercial or non-commercial organisations encounter in management fields.
- capable of locating organisations in their socio-economic and institutional context, understanding the interdependences between the organisation and the environment and translating them into management decisions;
- who has developed basic skills in all key management functions.

Aware of the responsibility inherent to his profession, the graduate will have acquired the mindset of a critical participant, capable of making decisions in organisational environments by putting **ethical and socially responsible management values** at the centre of his concerns. He will have adopted an approach of continuous development that will allow him to be a professional demonstrating flexibility, capable of adapting and evolving positively in his environment.

THE COMPETENCY FRAMEWORK

Introduction

The exit profile of the Master 60 in Management Sciences graduate is specified by the **LSM competency framework**, with in particular:

- an academic education centred on management training, with an overall approach to management functions;
- priority given to the following skills:
 - Acting as a socially responsible participant,
 - Mastering knowledge,
 - Acting in an interface role, making use of his professional experience;
- a possibility of developing some of these skills in greater depth through the choice of optional courses and final paper.

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

1. Corporate citizenship: Act consciously, aware of their responsibilities, placing human and ethical considerations at the very heart of their thinking and actions.

1.1. Demonstrate independent reasoning, look critically and consciously at acquired knowledge (both academic and common sense) and managerial practices, in light of emerging circumstances and their outcomes.

1.2. Decide and act by incorporating ethical and humanistic values, integrity, respect for the laws and conventions, solidarity and civic action, and sustainable development.

1.3. Decide and act responsibly, while taking into account the social, economic and environmental, sometimes antinomic, outcomes in the short, medium and long term, for the various stakeholders.

2. Knowledge and Reasoning: Master an active and integrated command of a multidisciplinary body of knowledge (content, methods, models, conceptual frameworks) essential to act expertly in the various areas of management.

2.1. Master the core knowledge of each area of management.

2.2. Master highly specific knowledge in one or two areas of management: advanced and current research-based knowledge and methods.

2.3. Articulate the acquired knowledge from different areas of management.

2.4. Activate and apply the acquired knowledge accordingly to solve a problem.

2.5. Contribute to the development and advancement of the management field.

3. A scientific and systematic approach: Analyze and resolve problems in multidisciplinary and complex management situations using a scientific and systematic approach.

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. 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. 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.

GEST2M1 Programme

Detailed programme by subject

CORE COURSES

Students who have obtained a **Belgian Master's degree in a field other than management** or a **non-Belgian Master's degree** must follow the **core courses programme** here below.

Please note that students who do not have the required background in economics will have the **additional course LESPO2100 "Political Economy"** added to their programme. Those who do not have a basic knowledge of mathematics and statistics will have the **additional course LECGE1112 "Mathematics in Economics and Management I"** added to their programme.

● Mandatory

⌘ Optional

△

o Final paper (15 credits)

o LLSMD2951

Travail de fin d'études

TR [q2] [] [15 Credits]

Alternatives

Students with a Bachelor's degree must follow the [advanced Master 60 programme](#) .

Students who have obtained a **non-university bachelor's degree of the short type**, from the official list visible on the [Access Requirements](#) page, must follow the **complementary module**.

Students who have successfully completed the complementary module must follow the [advanced Master 60 programme](#) .

Supplementary classes

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.

Students who have obtained a **short non-university bachelor's degrees**, from the official list visible on the [Access Requirements](#) page, must follow the **preparatory module** described below.

Once they have passed the preparatory module, they will have to follow the programme of an [advanced version of the Master 60 credits](#).

- Mandatory
 - ✂ Optional
 - △ Not offered in 2024-2025
 - ⊖ Not offered in 2024-2025 but offered the following year
 - ⊕ Offered in 2024-2025 but rs progreollowing year
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○ LECGE1114	Statistics in Economics and Management I	Alexandre Jacquemain	EN [q2] [30h+30h] [5 Credits] 
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o Language course (5 credits)

○ LANGL1532	English for Business Students (Upper-Intermediate level)	Nicholas Gibbs Marielle Henriet (coord.) Adrien Kefer Philippe Neyt Katherine Opello (coord.) Hila Peer Mark Theodore Pertuit	EN [q1+q2] [60h] [5 Credits]  > <i>French-friendly</i>
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The programme's courses and learning outcomes

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.

GEST2M1 - 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](#)
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Bachelor : Business Engineering (site of Mons) - INGM1BA	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelor : Business Engineering (site of Bruxelles - Saint-Louis) - INGB1BA	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelor : Business Engineering (French-English) (site of Bruxelles - Saint-Louis) - INAB1BA	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelor : Business Engineering (French-Dutch-English) (site of Bruxelles - Saint-Louis) - INTB1BA	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelor of Science in Business Engineering (site of Bruxelles - Saint-Louis) - BBEB1BA	Direct access	The programme will consist of advanced management courses > direct online registration
Other UCLouvain bachelors	-	No access
Others Bachelors of the French speaking Community of Belgium		
Bachelier en sciences économiques et de gestion	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelier en sciences de gestion	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelier en ingénieur de gestion	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelier en sciences économiques	-	No access
Any other bachelor	-	No access
Bachelors of the Dutch speaking Community of Belgium		
Bachelor in de toegepaste economische wetenschappen	Direct access	The programme will consist of advanced management courses > direct online registration
Bachelor in ingenieurs wetenschappen	Direct access	The programme will consist of advanced management courses > direct online registration
Foreign Bachelors		
Non-Belgian bachelor's university degree of minimum 4 years (equivalent to 240 credits including the completion of a Master's thesis) 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 > possibility of access based on application with the possible addition of a maximum of 60 additional credits into the master's programme > Submit a UCLouvain online access request

Non university Bachelors

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

Holders of a

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

Holders of a 2nd cycle University degree

Diploma	Special Requirements	Access	Remarks
"Licenciés"			
Belgian "licence" in another field than Management	Meet the		

			met > possibility of access based on application with the possible addition of two supplemental training courses into the master's programme : one course in Economie politique and one course in Mathématiques > Submit a UCLouvain online access request
Non-Belgian Master's 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 > possibility of access based on application with the possible addition of two supplemental training courses into the master's programme : one course in Economie politique and one course in Mathématiques > Submit a UCLouvain online access request

Holders of a non-University 2nd cycle degree

Here are the [general and specific access requirements](#) to this Master's degree for holders of a Belgian non-university second cycle diploma. If you meet these conditions, we invite you to [submit an online UCLouvain access request](#). The jury reserves the right to add up to 10 additional course credits to the programme for students who lack the required background in economics, mathematics or statistics.

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](#).

For professionals who wish to acquire a basic education in management sciences, the [60-credit Master 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.

- Secretary of the jury - Prof. Gordy Pleyers: lsm-masters60-pm@uclouvain.be

Useful Contact(s)

- Admissions of (future) holders of a Belgian's degree - Mrs Anneliese Desbuquoit: 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

