

INGM2M

2013 - 2014

Master [120] in Business Engineering

At Mons - 120 credits - 2 years - Day schedule - In french
 Dissertation/Graduation Project : **YES** - Internship : **YES**
 Activities in English: **YES** - Activities in other languages : **NO**
 Activities on other sites : **optional**
 Main study domain : **Sciences économiques et de gestion**
 Organized by: **Louvain School of Management (LSM)**
 Programme code: **ingm2m** - European Qualifications Framework (EQF): 7

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INGM2M - Introduction

INGM2M - Admission

For the specific conditions of this program : refer to the French version

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

INGM2M - Information

Learning outcomes

Ce programme de deux ans s'adresse aux bacheliers ingénieur de gestion. Ancré dans la vie des affaires et le monde de l'entreprise, son ambition est de former des diplômés de haut niveau capables de modéliser et de formaliser les problèmes et situations de gestion et d'intégrer les enjeux de la technologies et de l'innovation dans des pratiques de management socialement responsables.

Le programme de master ingénieur de gestion permet également à l'étudiant de créer un profil personnalisé avec un vaste choix d'options, un séjour à l'étranger, un stage en entreprise et la réalisation d'un mémoire de fin d'études.

Le programme de master ingénieur de gestion s'inscrit dans le cadre de la "Louvain School of Management" formée par les départements de gestion des institutions membres de l'Académie Louvain. Elle a été créée dans le but de promouvoir des valeurs communes : offrir un enseignement de haut niveau enrichi par une recherche de pointe, encourager nos étudiants à développer la dimension internationale de leurs études, les mettre en contact avec la vie des entreprises et leur permettre d'avoir une vie étudiante dynamique et stimulante. La LSM forme des leaders solides sur le plan scientifique et sur le plan humain. En effet, un leader d'entreprise doit également avoir une intelligence de l'humain qui est, plus que jamais, le facteur-clé de la performance.

La LSM offre de multiples opportunités à nos étudiants. Ils ont, par exemple, accès à toutes les options organisées dans les institutions partenaires. L'organisation de ces options sur un jour de la semaine facilite la mobilité étudiante. Vous pourrez ainsi composer votre programme de master en intégrant les options qui vous conviennent le mieux parmi une palette particulièrement riche et variée. Par ailleurs, de nombreuses expériences internationales sont accessibles dans le cadre de la LSM. Enfin, de multiples accords permettent l'obtention d'un double diplôme, en suivant la seconde année de master au sein d'une université partenaire et en réalisant un mémoire conjoint.

Structure du programme

Le master 120 en ingénieur de gestion est composé des 4 éléments suivants :

1. **Un tronc commun de 30 crédits**, incluant le mémoire (20 crédits), un cours de responsabilité sociétale des entreprises (5 crédits) ainsi que deux cours de langue.
2. **Une finalité spécialisée de 30 crédits**, centrée sur l'approfondissement des disciplines distinctives de l'ingénieur : méthodes quantitatives, technologie, systèmes d'information, management de l'innovation et gestion de projet.
La finalité spécialisée inclut également la réalisation d'un stage de 10 crédits qui peut être articulé à la problématique traitée dans le mémoire.
3. **Deux options de 15 crédits, composées chacune de 3 cours**. Ces options permettent à l'étudiant de se spécialiser dans un ou deux domaines transversaux ou disciplinaires de la gestion. Certaines options sont entièrement ou partiellement en anglais tandis que d'autres sont exclusivement en français. La langue de l'intitulé du cours correspond à la langue dans laquelle il est enseigné. L'étudiant a accès aux options qui sont offertes sur les trois sites du groupe LSM : Mons, Louvain-la-Neuve et Namur. Au total, plus de 20 options différentes sont ainsi proposées aux étudiants en ingénieur de gestion de la Louvain School of Management.
4. **Un échange international de 30 crédits**, pendant lequel l'étudiant a l'opportunité de suivre des cours dans une des 120 universités partenaires de la Louvain School of Management. Cet échange est remplacé par une option de 15 crédits et 3 cours de 5 crédits pour les étudiants ne partant pas.

La première année du master est entièrement consacrée aux cours de la finalité spécialisée et du tronc commun ainsi qu'aux deux options. En seconde année, le premier quadrimestre permet à l'étudiant de partir en échange tandis que le second quadrimestre est réservé à la réalisation du stage et du mémoire.

Le programme de ce master totalisera, quelles que soient la finalité ou les options choisies, un minimum de 120 crédits répartis sur deux années d'études correspondant à 60 crédits chacune.

Teaching method

â€œ Une offre d'options de spécialisation particulièrement étendue

En ayant accès à plus de 30 options fonctionnelles â€œclassiques" (p.ex. marketing, finance) ou transversales (p.ex. European Business, Entrepreneuriat, Management des services), l'étudiant peut se spécialiser dans les domaines les plus pointus des sciences de gestion. Il renforce généralement cette spécialisation en réalisant son mémoire et son stage dans le même domaine.

Ces options sont accessibles sur les trois sites de la LSM: Mons, Louvain-la-Neuve et Namur. Dans la majorité des options, les cours sont organisés sur une seule journée de la semaine, de façon à faciliter la mobilité d'un site à l'autre.

â€œ Un enseignement articulant connaissances académiques et pratiques professionnelles

Les enseignements sont dispensés de façon équilibrée par des enseignants qui sont aussi des chercheurs actifs dans leur domaine et par des professionnels sélectionnés pour leur expérience et leur expertise largement reconnues. Les étudiants doivent également réaliser un stage dans une entreprise et peuvent également construire leur mémoire en réponse à une problématique ou mission identifiée lors de ce stage, sous forme de mémoire-projet. Les liens avec les entreprises sont omniprésents tant dans les enseignements que dans les activités extra-académiques organisées par la cellule Corporate de l'école.

â€¢ Des méthodes d'enseignement centrées sur l'apprentissage et le développement de compétences transversales

Cela se traduit par le recours quasi généralisé aux méthodes d'enseignement orientées vers la résolution de problèmes, l'apprentissage collaboratif (études de cas, projet, problèmes, simulations) et l'autonomie de travail. Cette démarche est développée conjointement avec des lectures obligatoires, des cadrages théoriques et des conférences et repose sur un équilibre entre évaluation continue et évaluation finale des apprentissages, entre évaluations individuelles et de groupe.

â€¢ Une ouverture internationale forte

Cfr rubrique mobilité et internationalisation

Evaluation

Evaluation continue : exercices et travaux personnels.

Examens écrits et oraux.

Mobility and/or Internationalisation outlook

Possible trainings at the end of the programme

Masters complémentaires accessibles : master complémentaire en gestion des transports et master complémentaire en gestion des risques financiers sur le site des Facultés universitaires St Louis.

Formation doctorale accessible : doctorat en sciences de gestion

INGM2M - Contacts

Curriculum Managment

Entite de la structure BLSM

Sigle	BLSM
Dénomination	Commission des bacheliers en sciences de gestion et en ingéniorat de gestion (UCL-Mons)
Adresse	Chaussée de Binche, 151 bte M1.01.01 7000 Mons Tél 065 323362 - Fax 065 323500
Secteur	Secteur des sciences humaines (SSH)
Faculté	Louvain School of Management (LSM)
Commission de programme	Commission des bacheliers en sciences de gestion et en ingéniorat de gestion (UCL-Mons) (BLSM)

Academic Supervisor : [Isabelle Platten](#)

Président de jury : **Paul Belleflamme**

Secrétaire de jury : **Patrick Scarmure**

Usefull Contacts

Information pour les futurs étudiants : **Emmanuelle Petit**

INGM2M - Detailed programme

Programme structure

Whatever the focus or the options chosen, the programme of this master shall totalize 120 credits, spread over two years of studies each of 60 credits.

Core study

> **Tronc commun** [[en-prog-2013-ingm2m-mingm600t.html](#)]

> **Professional focus** [[en-prog-2013-ingm2m-mingm220s](#)]

Options courses

- > **Liste des options MONS** [[en-prog-2013-ingm2m-mingm115r.html](#)]
 - > MONS - Marketing decisions [[en-prog-2013-ingm2m-mingm201o.html](#)]
 - > MONS - Marketing 2 : Marketing & Consumer [[en-prog-2013-ingm2m-mingm202o.html](#)]
 - > MONS - Marketing communication [[en-prog-2013-ingm2m-mingm210o.html](#)]
 - > MONS - Asset Management [[en-prog-2013-ingm2m-mingm203o.html](#)]
 - > MONS - Finance 2 : Risk Management [[en-prog-2013-ingm2m-mingm204o.html](#)]
 - > MONS - Innovation 1 : Project and innovation [[en-prog-2013-ingm2m-mingm207o.html](#)]
 - > MONS - Supply Chain : Logistics and Transportation [[en-prog-2013-ingm2m-mingm209o.html](#)]
- > **Liste des options LLN** [[en-prog-2013-ingm2m-mingm217r.html](#)]
 - > LLN - Finance 1 : Asset Management [[en-prog-2013-ingm2m-linge261o.html](#)]
 - > LLN - Finance 2 : Governance and control [[en-prog-2013-ingm2m-linge212o.html](#)]
 - > LLN - Finance 3 : Corporate Finance [[en-prog-2013-ingm2m-linge213o.html](#)]
 - > LLN - Finance 4 : Risk Management [[en-prog-2013-ingm2m-linge214o.html](#)]
 - > LLN - Finance 5 : Quantitative finance [[en-prog-2013-ingm2m-linge215o.html](#)]
 - > LLN - Strategic marketing [[en-prog-2013-ingm2m-linge210o.html](#)]
 - > LLN - Supply Chain Management 1 [[en-prog-2013-ingm2m-linge223o.html](#)]
 - > LLN - Supply Chain Management 2 [[en-prog-2013-ingm2m-linge224o.html](#)]
 - > LLN - Innovation 1 : Innovation Management [[en-prog-2013-ingm2m-linge230o.html](#)]
 - > LLN - Innovation 2 : Innovation in the Knowledge Economy [[en-prog-2013-ingm2m-linge227o.html](#)]
 - > LLN - Innovation 3 : Innovation Managing Start-Ups [[en-prog-2013-ingm2m-linge228o.html](#)]
 - > LLN - Innovation 4 : Managing innovative organizations [[en-prog-2013-ingm2m-linge229o.html](#)]
 - > LLN - Advanced Management 1 [[en-prog-2013-ingm2m-linge207o.html](#)]
 - > LLN - Advanced Management 2 [[en-prog-2013-ingm2m-linge209o.html](#)]
 - > LLN - Ethics in Business : Corporate Social Responsibility (CSR) [[en-prog-2013-ingm2m-linge262o.html](#)]
 - > LLN - Special Issues Marketing [[en-prog-2013-ingm2m-linge260o.html](#)]
 - > LLN - Environmental management 1 [[en-prog-2013-ingm2m-linge240o.html](#)]
 - > LLN - Environmental management 2 [[en-prog-2013-ingm2m-linge241o.html](#)]
 - > LLN - Sourcing and Procurement : GSK Biologicals Partnership [[en-prog-2013-ingm2m-linge252o.html](#)]
 - > LLN - Informations Systems [[en-prog-2013-ingm2m-linge270o.html](#)]
 - > LLN - Management Research [[en-prog-2013-ingm2m-linge250o.html](#)]
 - > LLN - International Business [[en-prog-2013-ingm2m-linge251o.html](#)]
- > **Liste des options NAMUR** [[en-prog-2013-ingm2m-mingm218r.html](#)]
 - > NAMUR - Information Management 1 : Data and Business Analysis [[en-prog-2013-ingm2m-ninge232o.html](#)]
 - > NAMUR - Information Management 2 : Decision Engineering [[en-prog-2013-ingm2m-ninge231o.html](#)]
 - > NAMUR - Finance 1 : National and International financial markets [[en-prog-2013-ingm2m-ninge234o.html](#)]
 - > NAMUR - Finance 2 : Financial markets and Financial asset Management [[en-prog-2013-ingm2m-ninge235o.html](#)]
 - > NAMUR - Marketing 1 : Concepts, methods and strategies [[en-prog-2013-ingm2m-ninge236o.html](#)]
 - > NAMUR - Marketing 2 : Marketing-mix decisions [[en-prog-2013-ingm2m-ninge237o.html](#)]
 - > NAMUR - Management Services 1 : Functional Aspects [[en-prog-2013-ingm2m-ninge238o.html](#)]
 - > NAMUR - Management Services 2 : Cross-cutting Aspects [[en-prog-2013-ingm2m-ninge249o.html](#)]

Programme by subject

Core courses

○ Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

⊞ Two years course

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

							Year	
							1	2
○ MGEST2107	Corporate Social Responsibility	Laurent Ledoux, Vincent Truyens	30h	5 Credits	2q		x	
○ MANG2163	Advanced English 1	N.	0h+30h	2.5 Credits	1+2q		x	
○ Deuxième langue au choix (2.5 credits)								
⊗ MNEER2164	Advanced Dutch 1	N.	0h+30h	2.5 Credits	1+2q		x	
⊗ MESPA2165	Advanced Spanish 1	N.	0h+30h	2.5 Credits	1+2q		x	
○ Mémoire (20 credits)								
○ MGEST2301	Séminaire d'accompagnement au mémoire	Ingrid Poncin	30h	2 Credits				x
○ MGEST2204	Mémoire M120	N.		18 Credits				x
○ Echange ou cours au choix (30 credits)								
⊗ Coursus avec échange (30 credits)								
○	Echange	N.		30 Credits				x
⊗ Coursus sans échange (30 credits)								
<i>Si l'étudiant ne part pas en échange international, il devra choisir une troisième option et suivre les cours ci-dessous à hauteur de 15 crédits.</i>								
○ MQANT2123	Networks and Telecom	Bart Jourquin	30h	5 Credits	1q			x
○ MSHUM2201	HR Competencies	André Boussard	15h+30h	5 Credits	1q			x
○ MANG2236	Advanced English 2	Guy Monfort	0h+30h	2.5 Credits	1+2q			x
○ Deuxième langue au choix (2.5 credits)								
⊗ MNEER2238	Advanced Dutch 2	N.	0h+30h	2.5 Credits	1+2q			x
⊗ MESPA2237	Advanced Spanish 2	Michèle Ballez	0h+30h	2.5 Credits	1+2q			x
○	Troisième option à choisir	N.		15 Credits				x

Professional focus

○ Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

⊞ Two years course

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

						Year	
						1	2
○ MGEST2110	Gestion de projet	Jean-Sébastien Tancrez	30h	5 Credits	1q	x	
○ MQANT2113	Data Mining	Nadine Meskens	30h	5 Credits	1q	x	
○ MQANT2122	Integrated Information Systems	François Fouss	30h	5 Credits	2q	x	
○ MGEST2112	Innovation Management	Nadia Sinigaglia	30h	5 Credits	1q	x	
○ MGEST2300	Séminaire d'accompagnement au stage	Catherine D'Hondt, Isabelle Platten (coord.)	30h	2 Credits			x
○ MGEST2205	Stage	N.		8 Credits			x

Options

Liste des options MONS

- > MONS - Marketing decisions [en-prog-2013-ingm2m-mingm201o]
- > MONS - Marketing 2 : Marketing & Consumer [en-prog-2013-ingm2m-mingm202o]
- > MONS - Marketing communication [en-prog-2013-ingm2m-mingm210o]
- > MONS - Asset Management [en-prog-2013-ingm2m-mingm203o]
- > MONS - Finance 2 : Risk Management [en-prog-2013-ingm2m-mingm204o]
- > MONS - Innovation 1 : Project and innovation [en-prog-2013-ingm2m-mingm207o]
- > MONS - Supply Chain : Logistics and Transportation [en-prog-2013-ingm2m-mingm209o]

Liste des options LLN

- > LLN - Finance 1 : Asset Management [en-prog-2013-ingm2m-linge261o]
- > LLN - Finance 2 : Governance and control [en-prog-2013-ingm2m-linge212o]
- > LLN - Finance 3 : Corporate Finance [en-prog-2013-ingm2m-linge213o]
- > LLN - Finance 4 : Risk Management [en-prog-2013-ingm2m-linge214o]
- > LLN - Finance 5 : Quantitative finance [en-prog-2013-ingm2m-linge215o]
- > LLN - Strategic marketing [en-prog-2013-ingm2m-linge210o]
- > LLN - Supply Chain Management 1 [en-prog-2013-ingm2m-linge223o]
- > LLN - Supply Chain Management 2 [en-prog-2013-ingm2m-linge224o]
- > LLN - Innovation 1 : Innovation Management [en-prog-2013-ingm2m-linge230o]
- > LLN - Innovation 2 : Innovation in the Knowledge Economy [en-prog-2013-ingm2m-linge227o]
- > LLN - Innovation 3 : Innovation Managing Start-Ups [en-prog-2013-ingm2m-linge228o]
- > LLN - Innovation 4 : Managing innovative organizations [en-prog-2013-ingm2m-linge229o]
- > LLN - Advanced Management 1 [en-prog-2013-ingm2m-linge207o]
- > LLN - Advanced Management 2 [en-prog-2013-ingm2m-linge209o]
- > LLN - Ethics in Business : Corporate Social Responsibility (CSR) [en-prog-2013-ingm2m-linge262o]
- > LLN - Special Issues Marketing [en-prog-2013-ingm2m-linge260o]
- > LLN - Environmental management 1 [en-prog-2013-ingm2m-linge240o]
- > LLN - Environmental management 2 [en-prog-2013-ingm2m-linge241o]
- > LLN - Sourcing and Procurement : GSK Biologicals Partnership [en-prog-2013-ingm2m-linge252o]
- > LLN - Informations Systems [en-prog-2013-ingm2m-linge270o]
- > LLN - Management Research [en-prog-2013-ingm2m-linge250o]
- > LLN - International Business [en-prog-2013-ingm2m-linge251o]

Liste des options NAMUR

- > NAMUR - Information Management 1 : Data and Business Analysis [en-prog-2013-ingm2m-ninge232o]
- > NAMUR - Information Management 2 : Decision Engineering [en-prog-2013-ingm2m-ninge231o]
- > NAMUR - Finance 1 : National and International financial markets [en-prog-2013-ingm2m-ninge234o]
- > NAMUR - Finance 2 : Financial markets and Financial asset Management [en-prog-2013-ingm2m-ninge235o]
- > NAMUR - Marketing 1 : Concepts, methods and strategies [en-prog-2013-ingm2m-ninge236o]
- > NAMUR - Marketing 2 : Marketing-mix decisions [en-prog-2013-ingm2m-ninge237o]
- > NAMUR - Management Services 1 : Functional Aspects [en-prog-2013-ingm2m-ninge238o]
- > NAMUR - Management Services 2 : Cross-cutting Aspects [en-prog-2013-ingm2m-ninge249o]

LISTE DES OPTIONS MONS

MONS - MARKETING DECISIONS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● MGEST2125	Distribution	Caroline Ducarroz, Ingrid Poncin	30h	5 Credits	1q	x	x
● MGEST2126	Price Management (BASF Partnership)	Caroline Ducarroz, Nadia Sinigaglia	30h	5 Credits	1q	x	x
● MGEST2131	Product and Innovation - BASF Partnership	Claude Pecheux	30h	5 Credits	1q	x	x

MONS - MARKETING 2 : MARKETING & CONSUMER [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● MGEST2145	Advanced Topics in Consumer Research	Michael Friedman	30h	5 Credits	2q	x	
● MGEST2127	Comportement du consommateur	Claude Pecheux	30h	5 Credits	2q	x	
● MGEST2128	Méthodes et modèles en marketing	Caroline Ducarroz, Claude Pecheux (coord.), Nadia Sinigaglia (compensates Caroline Ducarroz)	30h	5 Credits	2q	x	

MONS - MARKETING COMMUNICATION [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● MCOMU2202	Marketing Communications	Claude Pecheux	30h	5 Credits	1q	x	x
● MCOMU2203	Processus de création publicitaire	Marc Soumillion	30h	5 Credits	1q	x	x
● MCOMU2204	Methodology of the marketing communication	Michael Friedman	30h	5 Credits	1q	x	x

MONS - ASSET MANAGEMENT [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Incompatible with the option "Finance 1 : Asset Management" at Louvain-la-Neuve.

Year

1 2

						1	2
● MGEST2163	Trading and Exchanges	Catherine D'Hondt, Rudy De Winne (coord.)	30h	5 Credits	1q	x	x
● MGEST2167	Equity and Fixed Income	Mikael Petitjean, Isabelle Platten	30h	5 Credits	1q	x	x
● MGEST2161	Portfolio Management	Mikael Petitjean	30h	5 Credits	1q	x	x

MONS - FINANCE 2 : RISK MANAGEMENT [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Incompatible with the option "Finance 4 : Risk Management" in Louvain-la-Neuve.

Year

1 2

						1	2
● MGEST2160	Risk Management and Financial Institutions	Isabelle Platten	30h	5 Credits	2q	x	
● MGEST2164	Derivative Securities	Isabelle Platten	30h	5 Credits	2q	x	

○ Specific courses - 1 course among : (5 credits)

⊗ MGEST2141A	IAS & IFRS - Partie I	N.	30h	5 Credits	2q	x	
⊗ MGEST2165	Case Studies in Finance	Catherine D'Hondt (coord.), Mikael Petitjean, Xavier Piret (compensates Mikael Petitjean)	30h	5 Credits	2q	x	

MONS - INNOVATION 1 : PROJECT AND INNOVATION [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Year

1 2

						1	2
● MQANT2214	e-Business	Stéphane Faulkner (compensates Bart Jourquin), Bart Jourquin	30h	5 Credits	2q	x	x
● MQANT2215	Méthodes quantitatives en gestion de projet	Fouad Riane	30h	5 Credits	2q	x	x
● MQANT2217	Gestion de la qualité et développement durable	Charles-Henri Bourgois, Roland van Rijckevorsel	30h	5 Credits	2q	x	x

MONS - SUPPLY CHAIN : LOGISTICS AND TRANSPORTATION [15.0]

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

						Year	
						1	2
● MGEST2240	Economy of the transports	Per Joakim Agrell, Philippe Chevalier, Bart Jourquin	30h	5 Credits	1q	x	
● MGEST2241	Logistic and Supply Chain Management	Jean-Sébastien Tancrez	30h	5 Credits	1q	x	
● MGEST2242	Modélisation des flux	Constantin Blome, Bart Jourquin, Mathieu Van Vyve	30h	5 Credits	1q	x	

LISTE DES OPTIONS LLN**LLN - FINANCE 1 : ASSET MANAGEMENT [15.0]**

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

Incompatible with the option "Asset Management" at Mons.

						Year	
						1	2
● LLSMS2212	Portfolio Management	Christophe Dispas	30h	5 Credits	2q	x	x
● LLSMS2213	Equity & Fixed Income	Bruno Colmant, Leonardo Iania	30h	5 Credits	1q	x	x
o 1 course among: (5 credits)							
✘ LLSMS2012	National and International Markets (in French)	Hervé Van Oppens	30h	5 Credits	1q	x	x
✘ LLSMS2017	International Accounting Standards (in English)	Bruno Colmant	30h	5 Credits	1q	x	x

LLN - FINANCE 2 : GOVERNANCE AND CONTROL [15.0]

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

3 courses among:

						Year	
						1	2
✘ LLSMS2090	Auditing (in English)	Gerrit Sarens	30h	5 Credits	1q	x	x
✘ LLSMS2017	International Accounting Standards (in English)	Bruno Colmant	30h	5 Credits	1q	x	x
✘ LLSMS2018	European Corporate Governance (in English)	Karine Cerrada Cristia (coord.), Philippe Lambrecht	30h	5 Credits	1q	x	x
✘ LLSMF2016	Performance Management (in French) <i>May not be taken with LLSMF2001 - Management Control</i>	Yves De Rongé	30h	5 Credits	1q	x	x

						Year	
						1	2
⊗ LLSMF2009	Taxation (in French)	Marcel Gérard	30h	5 Credits	1q	x	x

LLN - FINANCE 3 : CORPORATE FINANCE [15.0]

- Mandatory
 Courses not taught during 2013-2014
 Periodic courses taught during 2013-2014
- Optional
 Periodic courses not taught during 2013-2014
 Two years course

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

						Year	
						1	2
<input type="radio"/> LLSMS2010	Corporate Finance (in French)	Ilham Riachi	30h	5 Credits	2q	x	x

o 2 courses among: (10 credits)

⊗ LLSMS2013	Advanced Corporate Finance (in English)	Luc Keuleneer	30h	5 Credits	2q	x	x
⊗ LLSMS2014	Entrepreneurial finance (in English)	Philippe Grégoire	30h	5 Credits	2q	x	x
⊗ LLSMF2008	Business Law (in French)	Henri Culot	30h	5 Credits	2q	x	x

LLN - FINANCE 4 : RISK MANAGEMENT [15.0]

- Mandatory
 Courses not taught during 2013-2014
 Periodic courses taught during 2013-2014
- Optional
 Periodic courses not taught during 2013-2014
 Two years course

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

Incompatible with the option "Risk Management" at Mons.

						Year	
						1	2
<input type="radio"/> LLSMS2019	Risk Management of Financial Institutions (Part 1) (in English)	Luc Henrard	30h	5 Credits	2q	x	x
<input type="radio"/> LLSMS2020	Risk Management of Financial Institutions (Part 2) (in English)	Luc Henrard	30h	5 Credits	2q	x	x

o 1 course among: (5 credits)

⊗ LDROP2032	Law of Financial Products <i>Restricted Access</i>	Matthieu Duplat, Philippe Lambrecht (compensates Gaëtlane Schaecken Willemaers), Gaëtlane Schaecken Willemaers	30h	5 Credits	2q	x	x
⊗ LDROP2033	Banking law <i>Restricted Access</i>	André-Pierre André- Dumont, Denis Philippe	30h	5 Credits	2q	x	x
⊗ LLSMS2108	International Financial Management (in English)	Denis Knaepen	30h	5 Credits	2q	x	x
⊗ LLSMS2215	Derivative Securities	Leonardo Iania	30h	5 Credits	1q	x	x

LLN - FINANCE 5 : QUANTITATIVE FINANCE [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Attention : Before selecting this option, please check that the course schedule is compatible with your course programme.

						Year	
						1	2
● LACTU2070	STOCHASTIC FINANCE 1	Pierre Devolder	30h	5 Credits	2q	x	x
● LACTU2240	STOCHASTIC FINANCE 2	Pierre Ars, Pierre Devolder	30h	5 Credits	2q	x	x
● LACTU2220	ALM OF INSURANCE COMPANIES	Serge Wibaut	30h	5 Credits	2q	x	x

LLN - STRATEGIC MARKETING [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● LLSMS2000	Studies and markets models (in French)	Nicolas Kervyn de Meerendré, Marie-Paule Kestemont	30h	5 Credits	1q	x	x
● LLSMS2001	Consumer's behaviour (in French)	Gordy Pleyers, Valérie Swaen	30h	5 Credits	1q	x	x
● LLSMS2002	International Marketing (in French)	Nicolas Lambert (compensates Isabelle Schuiling), Isabelle Schuiling	30h	5 Credits	1q	x	x

LLN - SUPPLY CHAIN MANAGEMENT 1 [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● LLSMS2030	Introduction to Supply Chain Management (in English)	Pierre Semal	30h	5 Credits	2q	x	x
● LLSMS2031	Tools for Supply Chain Management decisions (in English)	Mathieu Van Vyve	30h	5 Credits	1q	x	x
● LLSMS2035	Supply Chain Coordination and Sourcing (in English)	Per Joakim Agrell	30h	5 Credits	1q	x	x

LLN - SUPPLY CHAIN MANAGEMENT 2 [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● LLSMS2032	Operations Management and Factory Physics (in English)	Philippe Chevalier	30h	5 Credits	2q	x	x
● LLSMS2033	Transportation and Logistics (in English)	Per Joakim Agrell	30h	5 Credits	2q	x	x
● LLSMS2034	Supply Chain Planning (in English)	Marc Foret, Mathieu Van Vyve	30h	5 Credits	2q	x	x

LLN - INNOVATION 1 : INNOVATION MANAGEMENT [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● LLSMS2040	Innovation Management (in English)	Benoît Gailly	30h	5 Credits	1q	x	x
● LLSMS2041	Economics of Innovation (in English)	Paul Belleflamme	30h	5 Credits	1q	x	x
● LLSMS2042	Developing Innovative Venture (in English)	Benoît Gailly	30h	5 Credits	1q	x	x

LLN - INNOVATION 2 : INNOVATION IN THE KNOWLEDGE ECONOMY [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● LLSMS2374	Economics of the Internet (in English)	Paul Belleflamme	30h	5 Credits	2q	x	x
o 2 courses among :							
⊗ LLSMS2115	E-Management (in English)	Olivier de Broqueville	30h	5 Credits	2q	x	x
⊗ LLSMF2011	Knowledge Management (in English)	Françoise de Viron	30h	5 Credits	2q	x	x
⊗ LDROP2102	In-depth study of questions on intellectual property rights	Alain Strowel	30h	5 Credits	2q	x	x
⊗ LDROP2101	Economic Aspects of Intellectual Property	Dominique Kaesmacher, Alain Strowel, François Wéry	30h	5 Credits	2q	x	x
⊗ LLSMF2107	Strategic Management of Information Systems (in English)	Philippe Guillaume, Jean Vanderdonck (coord.)	30h	5 Credits	2q	x	x

LLN - INNOVATION 3 : INNOVATION MANAGING START-UPS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Year

1 2

● LLSMS2014	Entrepreneurial finance (in English)	Philippe Grégoire	30h	5 Credits	2q	x	x
● LLSMS2081	Strategic Management of Start ups (in English)	Bartholomeus Kamp, Bryan Toney	30h+30h	5 Credits	2q	x	x

o 1 course among:

⊗ LLSMS2080	International Entrepreneurship (in English) <i>Limited access</i>	Frank Janssen	30h+30h	5 Credits	2q	x	x
⊗ LLSMF2008	Business Law (in French)	Henri Culot	30h	5 Credits	2q	x	x

LLN - INNOVATION 4 : MANAGING INNOVATIVE ORGANIZATIONS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

3 courses among:

Year

1 2

⊗ LLSMS2007	E-Marketing (in English)	Anne-Cécile Jeandrain	30h	5 Credits	2q	x	x
⊗ LLSMF2007	Change Management (in French)	Alain Vas	30h	5 Credits	2q	x	x
⊗ LLSMF2011	Knowledge Management (in English)	Françoise de Viron	30h	5 Credits	2q	x	x
⊗ LLSMS2374	Economics of the Internet (in English)	Paul Belleflamme	30h	5 Credits	2q	x	x
⊗ LLSMF2107	Strategic Management of Information Systems (in English)	Philippe Guillaume, Jean Vanderdonck (coord.)	30h	5 Credits	2q	x	x

LLN - ADVANCED MANAGEMENT 1 [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Incompatible with the option "Advanced Management2" of second term.

Year

1 2

● LLSMS2100	Advanced finance (in English)	Sophie Béreau, Leonardo Iania	30h	5 Credits	1q	x	x
● LLSMF2001	Management Control (in French) <i>May not be taken with LLSMF2016 - Pilotage de la performance. If the course LLSMF2001 or the course LLSMF2016 has already been followed, the 3 other option courses must be chosen.</i>	Yves De Rongé	30h	5 Credits	1q	x	x

Year

1 2

o Courses among:

⊗ LLSMS2002	International Marketing (in French)	Nicolas Lambert (compensates Isabelle Schuiling), Isabelle Schuiling	30h	5 Credits	1q	x	x
⊗ LLSMS2104	Advanced Human Resource Management (in English)	Ina Aust-Gronarz	30h	5 Credits	1q	x	x

LLN - ADVANCED MANAGEMENT 2 [15.0]

o Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Incompatible with the option "Advanced Management 1" of first term.

Year

1 2

o LLSMS2010	Corporate Finance (in French)	Ilham Riachi	30h	5 Credits	2q	x	x
o LLSMS2101	Management Accounting (in English)	Gerrit Sarens	30h	5 Credits	2q	x	x

o 1 course among : (5 credits)

⊗ LLSMS2102	Advanced Marketing (in English)	Valérie Swaen	30h	5 Credits	2q	x	x
⊗ LLSMF2004	Advanced Human Resources Management (in French)	Michaël Dubois, Evelyne Léonard	30h	5 Credits	2q	x	x

LLN - ETHICS IN BUSINESS : CORPORATE SOCIAL RESPONSABILITY (CSR) [15.0]

o Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

Year

1 2

o LLSMS2222	Research Seminar in Corporate Social Responsibility (in English)	Ina Aust-Gronarz, Mikael Petitjean, Valérie Swaen, Claude Verstraete	30h	5 Credits	2q	x	x
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o 2 courses among :

⊗ LECON2340	Economy and society	Isabelle Ferreras	30h	5 Credits	2q	x	x
⊗ LSPRI2225	Publics policies of Sustainability in the European Union	David Aubin	30h	5 Credits	2q	x	x
⊗ LFSA2202	Ethics and ICT	Axel Gosseries, Olivier Pereira	30h	5 Credits	2q	x	x
⊗ LCPME2005	Social Entrepreneurship	Sophie Bacq	30h	5 Credits		x	x

LLN - SPECIAL ISSUES MARKETING [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

3 courses among:

							Year	
							1	2
⊗ LLSMS2003	Brand Management (in English)	Isabelle Schuiling	30h	5 Credits	2q		x	x
⊗ LLSMS2004	Business to Business marketing (in French)	Baudouin Meunier	30h	5 Credits	2q		x	x
⊗ LLSMS2005	Advanced research methods in Marketing (in French) <i>Prerequisites: LLSMS2000 - Studies and market models or EGESB333 - Etudes de marché (Namur) or MGEST1319 - Marketing 2 (Mons) or equivalent</i>	Marie-Paule Kestemont	30h	5 Credits	2q		x	x
⊗ LLSMS2006	Strategic Communication (in English)	Jacques François	30h	5 Credits	2q		x	x
⊗ LLSMS2007	E-Marketing (in English)	Anne-Cécile Jeandrain	30h	5 Credits	2q		x	x

LLN - ENVIRONMENTAL MANAGEMENT 1 [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

							Year	
							1	2
● LFSA2245	Environment and Enterprise	Thierry Bréchet	30h	5 Credits	1q		x	x
● LESPO2104	Seminar on management of environmental questions	Thierry Bréchet	30h	5 Credits			x	x
● LLSMS2050	Environmental Management (in French)	Daniel Tyteca	30h	5 Credits	1q		x	x

LLN - ENVIRONMENTAL MANAGEMENT 2 [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

							Year	
							1	2
● LLSMS2051	Quantitative Methods in Environmental Management (in French) <i>Recommended prerequisite course: LFSA 2245 - Entreprise et environnement</i>	Thierry Bréchet	30h	5 Credits	2q		x	x
● LENVI2012	Environment Pollution	Mohamed Ayadim, Bruno Delvaux, Patrick Gerin (coord.), Nathalie Kruyts (compensates Bruno Delvaux)	37.5h +37.5h	5 Credits	2q		x	x
● LDROP2063	Environmental Law	Nicolas de Sadeleer, Damien Jans	30h	5 Credits	2q		x	x

LLN - SOURCING AND PROCUREMENT : GSK BIOLOGICALS PARTNERSHIP [15.0]

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

						Year	
						1	2
● LLSMS2036	Supply Chain Procurement (in English)	Per Joakim Agrell, Constantin Blome	30h	5 Credits	2q	x	x
● LLSMS2037	Sourcing Strategy (in English)	Constantin Blome, Lieven Quintens	30h	5 Credits	2q	x	x
● LLSMS2038	Procurement organisation and scope (in English)	Constantin Blome, Andreas Norrman	30h	5 Credits	2q	x	x

LLN - INFORMATIONS SYSTEMS [15.0]

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

3 courses among:

						Year	
						1	2
✘ LSINF1312	Project management in computer science	Manuel Kolp	30h+15h	5 Credits	1q	x	x
✘ LSINF2275	Data mining & decision making	Marco Saerens	30h+30h	5 Credits	2q	x	x
✘ LSINF1311	Human-computer interaction	Jean Vanderdonck	30h+15h	5 Credits	1q	x	x
✘ LSINF2382	Computer supported collaborative work	Jean Vanderdonck	30h+15h	5 Credits	2q	x	x

LLN - MANAGEMENT RESEARCH [15.0]

- Mandatory
 △ Courses not taught during 2013-2014
 ⊕ Periodic courses taught during 2013-2014
- ✘ Optional
 ⊖ Periodic courses not taught during 2013-2014
 † Two years course

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

This option is designed to prepare students who eventually wish to do a doctorate.

						Year	
						1	2
● LLSMA2001	Epistemology of management (in English)	Matthieu de Nanteuil	30h	5 Credits	2q	x	x
● LLSMA2002	Quantitative Research Methods (in English)	Philippe Chevalier, Assaad El Akremi	30h	5 Credits	2q	x	x
● LLSMA2004	Qualitative Research Methods (in French)	Alain Decrop, Delphine Dion	30h	5 Credits	2q	x	x

LLN - INTERNATIONAL BUSINESS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊙ Periodic courses not taught during 2013-2014

‡ Two years course

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

This option is only available for students selected for "IB programme" This option is compulsory for IB Students as well as exchange and the IB Internship

							Year	
							1	2
● LLSMS2065	Seminar in Cross Cultural Competences and Management (in English) <i>CEMS and IB students have priority on this course. Restricted access for European Business students</i>	Ina Aust-Gronarz, Marie-Thérèse Claes, Sunita Malhotra	30h	5 Credits	2q	x		

o IB Courses to be chosen (5 credits)

1 course among (5 credits):

⊗ LLSMS2111	International Business (in English)	Christophe Brognaux, Sunita Malhotra, Frédéric Pouchain	30h	5 Credits	2q	x	
⊗ LLSMS2108	International Financial Management (in English)	Denis Knaepen	30h	5 Credits	2q	x	
⊗ LLSMS2109	International Marketing Management (in English)	Isabelle Schuiling	30h	5 Credits	2q	x	
⊗ LLSMS2062	European Business (in English)	Jean- Christophe Defraigne	30h	5 Credits	2q	x	

o Opening Courses (5 credits)

1 opening course from the list below.

⊗ LASI1301	Analysis of Contemporary Chinese Society I	N.	30h	5 Credits	1q ⊙	x	
⊗ LASI2302	Analysis of contemporary Chinese society	N.	30h	5 Credits	2q ⊙	x	
⊗ LASI2303	Analysis of contemporary Japanese society	Kanako Goto	30h	5 Credits	2q	x	
⊗ LEUSL2031	European economic policies	Marcel Gérard	30h	5 Credits	2q	x	
⊗ LDVLP2640	Socio-economic analysis of the Arab world	Vincent Legrand	30h	5 Credits	2q	x	
⊗ LDVLP2630	Socio-economic analysis of Latin America	Isabel Yépez Del Castillo	30h	5 Credits	1+2q	x	
⊗ LDVLP2625	Socio-economic analysis of Africa	Philippe De Leener	30h	5 Credits	1q	x	

LISTE DES OPTIONS NAMUR

NAMUR - INFORMATION MANAGEMENT 1 : DATA AND BUSINESS ANALYSIS [15.0]

○ Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
○ NELMI2422	Compléments de base de données	N.	30h	5 Credits	1q	x	x

○ 2 courses among :

⊗ NELMI2424	Business Process Management	N.	30h	5 Credits	2q	x	x
⊗ NELMI2490	Management de l'information	N.	0h+30h	5 Credits	2q	x	x
⊗ NINFO2422	Méthodes et modèles d'alignement stratégiques IT.	N.	30h+15h	5 Credits	2q	x	x

NAMUR - INFORMATION MANAGEMENT 2 : DECISION ENGINEERING [15.0]

○ Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
○ NELMI2423	Knowledge representation & Reasoning	N.	30h	5 Credits	1q	x	x
○ NELMI2425	Problem Solving & Machine Learning	N.	30h	5 Credits	1q	x	x
○ NINFO2431	Requirements engineering	N.	30h+15h	5 Credits	2q	x	x

NAMUR - FINANCE 1 : NATIONAL AND INTERNATIONAL FINANCIAL MARKETS [15.0]

○ Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
○ NELFI2400	Portfolio theory and investment analysis	N.	30h	5 Credits	1q	x	x
○ NELFI2403	International financial management	N.	30h	5 Credits	1q	x	x
○ LECON2833	Finance de marché empirique (M833 - P Giot)	N.	30h	5 Credits	1q	x	x

NAMUR - FINANCE 2 : FINANCIAL MARKETS AND FINANCIAL ASSET MANAGEMENT [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● NELFI2402	Derivative securities	N.	30h	5 Credits	2q	x	x
● NELFI2405	Gestion des risques financiers	N.	30h	5 Credits	2q	x	x
● NELFI2406	Introduction à la microstructure des marchés financiers	N.	30h	5 Credits	1q	x	x

NAMUR - MARKETING 1 : CONCEPTS, METHODS AND STRATEGIES [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● NELMA2407	Marketing Intelligence ("engineering")	N.	30h	5 Credits	1q	x	x
● NELMA2408	Consumer behavior	N.	30h	5 Credits	1q	x	x
● NELMA2409	Marketing strategies	N.	30h	5 Credits	1q	x	x

NAMUR - MARKETING 2 : MARKETING-MIX DECISIONS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

‡ Two years course

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

						Year	
						1	2
● NELMA2410	New product development	N.	30h	5 Credits	2q	x	x
● NELMA2411	Retail management & e-commerce	N.	30h	5 Credits	2q	x	x
● NELMA2412	Marketing communications	N.	30h	5 Credits	2q	x	x

NAMUR - MANAGEMENT SERVICES 1 : FUNCTIONAL ASPECTS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

⊞ Two years course

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

						Year	
						1	2
● NELMS2413	Marketing des services et des loisirs	N.	30h	5 Credits	1q	x	x
● NELMS2414	Service Management and Operations	N.	30h	5 Credits	1q	x	x
● NELMS2415	Gestion des relations interpersonnelles	N.	30h	5 Credits	1q	x	x

NAMUR - MANAGEMENT SERVICES 2 : CROSS-CUTTING ASPECTS [15.0]

● Mandatory

△ Courses not taught during 2013-2014

⊕ Periodic courses taught during 2013-2014

⊗ Optional

⊖ Periodic courses not taught during 2013-2014

⊞ Two years course

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

						Year	
						1	2
● NELMS2416	Services research	N.	30h	5 Credits	2q	x	x
● NELMS2417	Droit des services et de la distribution	N.	30h	5 Credits	2q	x	x
● NELMS2418	Gestion de la Relation Client (GRC)	N.	30h	5 Credits	2q	x	x

