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# Master of science in Management

## GENERAL OUTLINE

### Objectives

The Master of Science in Management provides advanced training in the field of management by providing students with the most recent tools based on research in economics, sociology and applied psychology.

### Skills development and career prospects

University studies develop, in addition to specific academic skills, a great many transverse skills such as: oral and written communication, critical, analytical and summarising faculties, abilities in research, the learning and transmission of knowledge, independence and the ability to make judgments in the field of specialisation and overlapping areas.

This panoply of skills, combined with specialist knowledge acquired in the course of studies, is excellent preparation for a wide range of employment opportunities and economic sectors. The following career prospects may be cited as an example:

- Management of business enterprises or economic institutions
- Human Resources or Marketing Management
- General Management & Consulting
- Business Development & Corporate Venturing
- International Business

## GENERAL INFORMATION

### Organiser

HEC Lausanne:  
[www.hec.unil.ch](http://www.hec.unil.ch)

### Degree awarded

Master of Science (MSc) in Management, subject area:

- Marketing
- Organizational Behavior
- International Management
- Management of Technology and Entrepreneurship

Maîtrise universitaire ès Sciences en management

### ECTS credits

120

### Duration

4 semesters

### Teaching language

Mainly English. A very good command of French is highly recommended.

### Enrolment

The candidate's application must be submitted to the Admissions Department before the final date. [www.unil.ch/immat](http://www.unil.ch/immat)

### Contact

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Faculté des HEC  
Quartier UNIL-Dorigny  
Internef  
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[hecmasters@unil.ch](mailto:hecmasters@unil.ch)

## EDUCATIONAL CONTENT

### Description

The first semester is common to all students. In the second and third semesters, in addition to the compulsory courses, the students can choose one of the four specialisations programmes, each representing 30 ECTS: Organizational Behavior, International Management, Marketing and Management of Technology & Entrepreneurship.

The fourth semester is dedicated to the writing of a Master thesis. It may be a research paper, or related to an internship. In this case, the student must find the host company and submit an application to the Master's Committee.

### Examinations

Examinations on all taught subjects are held at the end of each semester.

### Mobility

During their third semester, students may study in a university recognised by UNIL, under a mobility exchange programme. They may get a maximum of 30 credits in another institution. The prior authorisation of the Master's Committee is required for the recognition of credits earned abroad.

## SYLLABUS\*

### 1<sup>st</sup> semester

Compulsory courses

- International Marketing
  - Corporate Social Responsibility
  - Corporate Strategy
  - Organizational Theory and Decision Making
  - Managerial Accounting and Control
- 30 ECTS credits

### 2<sup>nd</sup> semester

Specialisation programme

- Scientific Methods for Business
  - Operations Management
  - Group Processes
  - Intercultural Management
  - Knowledge Management
  - R&D Management
  - Early Detection of Innovation Potential
  - Entrepreneurship
  - International Development Seminar
  - Quantitative Methods and Models in Marketing
  - Brand Management and Communication
  - Industrial Organisation of Tourism
  - Distribution Management
  - Leadership Development
  - Project Management and Outsourcing
  - Etc.
- 30 ECTS credits

### 3<sup>rd</sup> semester

Specialisation programme

- Business Ethics and Marketing
  - Managerial Decision Making
  - Business Negotiations
  - Unethical Decision Making
  - Applied Marketing Seminar
  - Experiments with People
  - International Competitiveness
  - Operations Strategy Management
  - Corporate Venturing in Technology Sectors EPFL
  - VentureLab EPFL
  - Supply Chain Management and its latest Trend
  - Etc.
- 30 ECTS credits

### 4<sup>th</sup> semester

Master Thesis  
30 ECTS credits

\* subject to changes

## PRACTICAL INFORMATION

### Admission requirements

A Bachelor's degree from a Swiss university in Economics, Management, Finance or Information Systems. Another degree or university qualification may be deemed equivalent and give access to the Master's programme, with or without conditions.

### Regulations and additional information concerning the course

Programme web site: [www.hec.unil.ch/mscm](http://www.hec.unil.ch/mscm)  
Internet site of HEC Lausanne: [www.hec.unil.ch](http://www.hec.unil.ch)

### Final enrolment date

30<sup>th</sup> April  
Candidates needing a study visa must apply two months prior to this deadline.

### Start of courses

mid-September

### Part-time Master's degree (from 2010)

See Directive 3.12: [www.unil.ch/interne/page44629.html#3](http://www.unil.ch/interne/page44629.html#3)

### Academic calendar

[www.unil.ch/central/page4804.html](http://www.unil.ch/central/page4804.html)

### General information on studies, career prospects and guidance

Office for educational counselling and careers guidance: [www.unil.ch/soc](http://www.unil.ch/soc)

### Accommodation and financial assistance

Office for socio-cultural affairs: [www.unil.ch/sasc](http://www.unil.ch/sasc)

### International students

International relations: [www.unil.ch/ri](http://www.unil.ch/ri)

Subject to changes  
only the official texts are authentic  
Version: February 2010

[www.unil.ch/masters](http://www.unil.ch/masters)

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