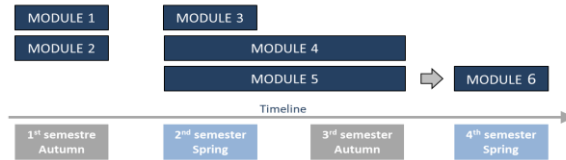


HEC Lausanne  
**MSc Management**

Orientation : Behaviour, Economics & Evolution (BEE)  
 120 credits ECTS  
 Study Plan 2024-2025

**Structure of the Master**



Courses	Professors	Semesters				ECTS	Language	Types of evaluation	Exam duration
		1 <sup>st</sup> sem Autumn	2 <sup>nd</sup> sem Spring	3 <sup>rd</sup> sem Autumn	4 <sup>th</sup> sem Spring				
<b>MODULE 1: Average set (≥4.0) of compulsory courses - 18 credits ECTS</b>									
Statistical Methods for Management - <i>all orientations</i>	Boldi M.-O.	●				6	E	VCN + ENEP	120
Genes, Populations and Evolution - <i>BEE orientation</i>	Lehmann L.	●				6	E	O	15
Organizational Theory and Decision Making - <i>BEE/SOL orientations</i>	Grieder M.	●				6	E	VCN + ENEP	120
<b>MODULE 2: Average set (≥4.0) of restricted elective courses - 12 credits ECTS</b>									
Strategic Management - <i>BEE/SOL orientations</i>	Amer Maistriau E.	●				6	E	ENEP	120
Data Science in Business Analytics - <i>BA orientation</i>	Shemendyuk A.	●				6	E	VCN	N/A
Optimization Methods in Management - <i>BA orientation</i>	Oeuvray R.	●				6	E	E	120
Marketing Science - <i>MKT orientation</i>	Clegg M.	●				6	E	VCN + ENEP	120
Strategic Marketing - <i>MKT orientation</i>	Engeler I.	●				6	E	VCN + ENEP	120
<b>MODULE 3: Compulsory course - 6 credits ECTS</b>									
Behavior, Economics and Evolution Lectures Series (open to other orientations)	Lehmann L./Efferson C.		●			6	E	VCN	N/A
<b>MODULE 4: Optional courses - 18 credits ECTS</b>									
Advanced Project Management & Outsourcing in a Digital Era	Bienz P.		●			6	E	VCN	N/A
Innovation Law	Junod V.		●			3	E	VCN	N/A
Bargaining and Negotiations	Efferson C.		●			6	E	VCN + ENEP	120
Social Well Being	Petersen F.		●			6	E	VCN	N/A
Advanced issues in International and European Tax Law	Danon R.			●		3	E	E	120
Entrepreneurship, Innovation and Control Systems	Davila A.			●		3	E	VCN	N/A
La recherche dans tous ses états	Preissmann D.			●		3	F	VCN	N/A
Normes comptables internationales (IFRS)	Bianchi A.			●		3	F	ENEP	120
Strategic Pricing	Christen M.			●		3	E	VCN	N/A
Module 4 can be any course listed above and any course listed under Module 5 of other orientations (and are not listed below). Company projects for other orientations are not open unless otherwise stated in SOL and BEE curriculums.									
<b>MODULE 5: Optional courses in the orientation - 36 credits ECTS</b>									
<b>SUBMODULE 5.1: Biology (select 2 ECTS)</b>									
Situating Humans in Time: From the Beginning of Life to the Anthropocene	FBM - Alvarez N.		●			2	E	O	15
<b>SUBMODULE 5.2: Biology (select at least 2 ECTS)</b>									
Co-evolution, Mutualism, Parasitism	FBM - Sanders I.		●			2	E	O	15
Spatial Modelling of Species and Biodiversity	FBM - Guisan A.		●			4	E	VCN	N/A
The Evolution of Cooperation and Decision-Making	FBM - Lehmann L.		●			2	E	O	15
Animal Communication and Parasitism	FBM - Christe P. / Roulin A.			●		2	E	E	90
<b>SUBMODULE 5.3: Management and Economics (select at least 6 ECTS)</b>									
Environmental Economics	Houde S.		●			6	E	VCN	N/A
Experimental Methods	Hakimov R.		●			6	E	VCN	N/A
Grand Challenges Strategy Project	Haack P.		●			6	E	VCN	N/A
Group Processes	Krings F.		●			6	E	VCN	N/A
Managing People: Organizational Design, Change, and Performance	Dietz J.		●			6	E	VCN + ENEP	120
Neuro Economic	Villa A.		●			6	F	VCN	N/A
Power and Leadership	Tur B.		●			6	E	VCN	N/A
Sustainability Strategy Project	Aeschlimann S./Fischer C.		●			6	E	VCN	N/A
Behavioral Economics	Santos Pinto L.			●		6	E	VCN	N/A
Business and Society - Corporate Sustainability	Philippe D.			●		6	E	VCN	N/A
Evidence-Based Management	Dietz J.			●		6	E	VCN + ENEP	120
Heuristic Decision Making Strategies	Marewski J.			●		6	E	VCN	N/A
Human Behavior and Evolutionary Inference	Efferson C.			●		6	E	VCN	N/A
Human Decisions-Making and the SDGs	Vogt S.			●		6	E	VCN + ENEP	120
Leadership Development	Bendahan S.			●		3	E	VCN	N/A
Managerial Decision Making	Hoffrage U.			●		6	E	VCN	N/A
Strategic Management Control Systems	Davila T.			●		6	E	VCN	N/A
Unethical Decision Making – Advanced	Hoffrage U./Palazzo G.			●		3	E	VCN	N/A
Unethical Decision Making – Basics	Palazzo G./Hoffrage U.			●		3	E	VCN	N/A
<b>MODULE 6: Master thesis - 30 credits ECTS</b>									
<b>SUBMODULE 6.1: Writing a thesis</b>									
The Art of Writing a Master's Thesis	Philippe D.			●		3	E	VCN	N/A
<b>SUBMODULE 6.2: Master thesis</b>									
Thesis (Research or Internship)	Choose your thesis director				●	27	E/F	M	N/A

### **Thesis Information**

1. Internships must be full time or at least 80% for a minimum of 12 weeks.
2. Only students having acquired 90 ECTS credits from Modules 1 to 5 are allowed to present their thesis.
3. [Research thesis guidelines here.](#)
4. [Internship thesis guidelines here.](#)

### **Legend:**

**ECTS:** Credits

**Langue:** Teaching language (F: French; E: English)

**Type of Evaluation:** E: Examen écrit; ENEP: Examen numérique en présentiel; O: Examen oral; VCN: Validation continue notée; M: Mémoire; VCN+E: Validation continue notée et examen écrit; VCN+O: Validation continue notée et examen oral; VCN+ENEP: Validation continue notée et examen numérique en présentiel

**Exam duration:** per minute (N/A: non applicable; TBD: to be determined)

**MKT:** Marketing orientation

**BEE:** Behavior, Economics and Evolution orientation

**BA:** Business Analytics orientation

**SOL:** Strategy, Organization and Leadership orientation

### **General Information:**

1. [Read the 2024-2025 Study Regulation](#)

2. Courses are delivered face-to-face on campus

3. Students can change orientation as long as they have completed the 12 credits ECTS of Module 2 corresponding to the new orientation. The request must be sent by email to [hecmaster@unil.ch](mailto:hecmaster@unil.ch) by the end of the first week of the spring semester (1st academic year).

4. Module 5: It is recommended to take either "The Evolution of Cooperation (L.Lehmann)" or "Human Behavior and Evolutionary Inference (C. Efferson)" course. Those especially interested in the evolutionary foundations of human behavior are encouraged to take both classes.

5. Students taking FBM (Faculté de Biologie et de Médecine) courses, must register via [biologie-etudiants@unil.ch](mailto:biologie-etudiants@unil.ch). Details on courses can be found on [moodle.unil.ch](https://moodle.unil.ch). **Please be careful of registration deadlines and limited attendance of some courses.**

6. The pandemic has shown us that circumstances beyond our control may require us to make the following adjustments to study plans during the academic year:

- possibility to switch from one teaching mode to another (face-to-face <-> distance learning, synchronous <-> asynchronous, switch to co-modal teaching where it was not foreseen at the beginning).
- adaptation of assessment without leading to derogations from the study regulations (oral <-> written, examination <-> validation, individual work <-> group work, practical work <-> theoretical work, in-person assessment <-> online assessment, etc.)
- alternative or shifted modalities for courses, internships, practical work, fieldwork and camps that could not take place or courses that could no longer take place in the form initially planned.

Students are invited to consult regularly the study plans, syllabi and their email.