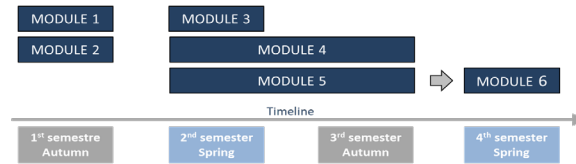


**MSc Management**

Orientation : Behaviour, Economics &amp; Evolution (BEE)

120 credits ECTS

Study Plan 2023-2024

**Structure of the Master**

Courses	Professors	Semesters				ECTS	Lang	Eval
		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>								
Quantitative Methods for Management - <i>all orientations</i>	Rebouleau J.	●				6	E	W
Genes, Populations and Evolution - <i>BEE orientation</i>	Lehmann L.	●				6	E	W
Organizational Theory and Decision Making - <i>BEE/SOL orientations</i>	Grieder M.	●				6	E	V
<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	W
Data Science in Business Analytics - <i>BA orientation</i>	Vatter Th.	●				6	E	V
Optimization Methods in Management - <i>BA orientation</i>	Oeuvray R.	●				6	E	W
Marketing Science - <i>MKT orientation</i>	Christen M.	●				6	E	W
Strategic Marketing - <i>MKT orientation</i>	Engeler I.	●				6	E	V
<b>MODULE 3: Compulsory course - 6 credits ECTS</b>								
Behavior, Economics and Evolution Lectures Series (open to other orientations)	Lehmann L./Santos Pinto L.		●			6	E	V
<b>MODULE 4: Optional courses - 18 credits ECTS</b>								
Advanced Project Management & Outsourcing in a Digital Era	Bienz P.		●			6	E	V
Innovation Law	Junod V.		●			3	E	W
Bargaining and Negotiations	Efferson C.		●			6	E	W
Social Well Being	Petersen F.		●			6	E	W
Sustainable Innovation Challenge	Petty J.		●			3	E	V
Advanced issues in International and European Tax Law	Danon R.			●		3	E	W
Entrepreneurship, Innovation and Control Systems	Davila A.			●		3	E	W
La recherche dans tous ses états	Preissmann D.			●		3	F	V
Normes comptables internationales (IFRS)	Bianchi A.			●		3	F	W
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 at least 3 ECTS)</b>								
Co-evolution, Mutualism, Parasitism	FBM - Sanders I.		●			2	E	V
Sex, Ageing and Foraging Theory	FBM - Mullon C.		●			2	E	O
Spatial Modelling of Species and Biodiversity	FBM - Guisan A.		●			4	E	V
The Evolution of Cooperation: from Genes to Learning and Culture	FBM - Lehmann L.		●			3	E	O
Animal Communication and Parasitism	FBM - Christe P. / Roulin A.			●		1,5	E	W
<b>SUBMODULE 5.2: Management and Economics (select at least 6 ECTS)</b>								
Environmental Economics	Houde S.		●			6	E	W
Experimental Methods	Hakimov R.		●			6	E	V
Grand Challenges Strategy Project	Bergamini E.		●			6	E	V
Group Processes	Krings F.		●			6	E	W
Managing People: Organizational Design, Change, and Performance	Dietz J.		●			6	E	V
Neuro Economie	Villa A.		●			6	F	W
Power and Leadership	Tur B.		●			6	E	V
Sustainability Strategy Project	Aeschlimann S./Fischer C.		●			6	E	V
Behavioral Economics	Santos Pinto L.			●		6	E	V
Business and Society - Corporate Sustainability	Philippe D.			●		6	E	V
Evidence-Based Management	Dietz J.			●		6	E	W
Heuristic Decision Making Strategies	Marewski J.			●		6	E	V
Human Behavior and Evolutionary Inference	Efferson C.			●		6	E	W
Human Decisions-Making and the SDGs	Vogt S.			●		6	E	V
Leadership Development	Bendahan S.			●		3	E	W
Managerial Decision Making	Hoffrage U.			●		6	E	V
Strategic Management Control Systems	Davila T.			●		6	E	W
Unethical Decision Making – Advanced	Hoffrage U./Palazzo G.			●		3	E	V
Unethical Decision Making – Basics	Palazzo G./Hoffrage U.			●		3	E	V
<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	W
<b>SUBMODULE 6.2: Master thesis</b>								
Thesis (Research or Internship)	Choose your thesis director				●	27	E/F	W-O

#### 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

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

**Eval:** Type of evaluation (W: Written exam; O: Oral exam; V: Validation(s) only)

**MKT:** Marketing orientation

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

**BA:** Business Analytics orientation

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

#### General Information:

[1. Read the 2023-2024 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 adjustments to study plans during the academic year.