



| Courses | Professors | Semesters | | | | ECTS | Language | Types of Evaluation | Exam duration | |
|---|-----------------------------|-------------------------------|-------------------------------|-------------------------------|-------------------------------|------|----------|---------------------|---------------|--|
| | | 1 st sem Autumn | 2 nd sem Spring | 3 rd sem Autumn | 4 th sem Spring | | | | | |
| MODULE 1: Average set (≥4.0) of compulsory courses - 18 credits ECTS | | | | | | | | | | |
| Statistical Methods for Management - all orientations | Boldi M.-O. | ● | | | | 6 | E | VCN + ENEP | 120 | |
| Data Science Methods for Management - BA orientation | Vialfont A. | ● | | | | 6 | E | VCN + ENEP | 120 | |
| Optimization Methods for Management - BA orientation | Oeuvray R. | ● | | | | 6 | E | E | 120 | |
| MODULE 2: Average set (≥4.0) of restricted elective courses - 12 credits ECTS | | | | | | | | | | |
| Strategic Management - SOL/BEE orientations | Amer Maistriau E. | ● | | | | 6 | E | ENEP | 120 | |
| Organizational Theory and Decision Making - SOL/BEE orientations | Grieder M. | ● | | | | 6 | E | VCN + ENEP | 120 | |
| Genes, Populations and Evolution - BEE orientation | Lehmann L. | ● | | | | 6 | E | O | 15 | |
| Marketing Science - MKT orientation | Clegg M. | ● | | | | 6 | E | VCN + ENEP | 120 | |
| Strategic Marketing - MKT orientation | Engeler I. | ● | | | | 6 | E | VCN + ENEP | 120 | |
| MODULE 3: Restricted elective courses - 6 credits ECTS | | | | | | | | | | |
| Analytics in Action: Business Intelligence with Real Data (for BA only) | Vuillon L. | | ● | | | 6 | E | VCN | N/A | |
| Analytics in Action: Operations Management through Simulation (for BA only) | Hayek A. | | ● | | | 6 | E | VCN | N/A | |
| MODULE 4: Optional courses - 18 credits ECTS | | | | | | | | | | |
| Advanced Project Management & Outsourcing in a Digital Era | Bienz P. | | ● | | | 6 | E | VCN | N/A | |
| Social Well Being | Clergue V. | | ● | | | 6 | E | VCN | N/A | |
| Advanced Data Analysis | Scheidegger S. | | | ● | | 6 | E | VCN | N/A | |
| Advanced issues in International and European Tax Law | Danon R. | | | ● | | 3 | E | E | 120 | |
| Datascience and Advanced Programming | Scheidegger S. | | | ● | | 6 | E | VCN | N/A | |
| 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. | | | ● | ● | | | | | | |
| MODULE 5: Optional courses in the orientation - 36 credits ECTS | | | | | | | | | | |
| AI Driven Business Innovation | TBD | | ● | | | 3 | E | VCN | N/A | |
| Production Planning and Scheduling | Lurkin V. | | ● | | | 6 | E | VCN | N/A | |
| Machine Learning in Business Analytics | Vialfont A. | | ● | | | 6 | E | VCN | N/A | |
| Multicriteria Decision Analysis | Thiémond M. | | ● | | | 3 | E | VCN | N/A | |
| Supply Chain Network Design and Planning | Stauffer G. | | ● | | | 6 | E | VCN | N/A | |
| Sustainable Logistics | Gallay O. | | ● | | | 6 | E | VCN | N/A | |
| Applied AI & Deep Learning for Managers: From Fundamentals to Business Applications | Vatter Th. | | | ● | | 3 | E | VCN | N/A | |
| Data and Code Management: From Collection to Application | Orso S. | | | ● | | 6 | E | VCN | N/A | |
| Demand Management | Kaboli A. | | | ● | | 3 | E | VCN | N/A | |
| Generative AI for Intelligent Information Extraction | Vuillon L. | | | ● | | 6 | E | VCN | N/A | |
| Insights from Text Data | Baumgartner M. | | | ● | | 3 | E | VCN | N/A | |
| Projects in Demand Forecasting | Aviolat F. | | | ● | | 3 | E | VCN | N/A | |
| Risk Analytics | Aviolat F. | | | ● | | 6 | E | VCN | N/A | |
| Software and Tools for Business Analytics | Baumgartner M. | | | ● | | 3 | E | VCN | N/A | |
| Sustainable Choice Models | Lurkin V. | | | ● | | 6 | E | VCN | N/A | |
| MODULE 6: Master thesis - 30 credits ECTS | | | | | | | | | | |
| SUBMODULE 6.1: Writing a thesis | | | | | | | | | | |
| The Art of Writing a Master's Thesis | Philippe D. | | | ● | | 3 | E | VM | N/A | |
| SUBMODULE 6.2: Master thesis | | | | | | | | | | |
| 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

Language: 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 by the end of the first week of the spring semester (1st academic year).
- 4. 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.