

## Master exchange - course offer 2023-2024 (under regular reservation)

### MSc courses

Students may enroll for (one or more) courses from most of our specialized Master programmes. The courses mentioned in this document are open to regular RSM, CEMS, ERIM and exchange students and each group has its own number of available spots. The registration is on first-come, first-served basis. Master/MBA exchange students from our MSc partner schools can only participate in master courses from RSM. Students can choose to participate in one block of courses (short exchange) with a duration of 7-8 weeks including exams, or in a full term of courses (2-3 blocks).

The academic year is divided into 5 blocks of courses of 7-8 weeks. The fall term consists of master core courses, whereas the spring term offers master elective courses.

### Exchange terms

The full fall term consists of two blocks:

#### Block I

Courses	Monday 4 September till Friday 20 October 2023
Exams	Monday 23 October till Saturday 28 October 2023
Re-sits	Tuesday 8 January till Saturday 13 January 2024

#### Block II

Courses	Monday 30 October till Thursday 14 December 2023
Exams	Friday 15 December till Friday 22 December 2023
Re-sits	Monday 18 March till Saturday 23 March 2024

The spring term consists of three blocks:

#### Block III

Courses	Monday 5 February till Friday 15 March 2024
Exams	Monday 18 March till Saturday 23 March 2024
Re-sits	Monday 6 May till Saturday 11 May 2024

#### Block IV

Courses	Monday 25 March till Friday 3 May 2024
Exams	Monday 6 May till Saturday 11 May 2024
Re-sits	Monday 24 June till Saturday 29 June 2024

#### Block V

Courses	Monday 13 May till Friday 21 June 2024
Exams	Monday 24 June till Saturday 29 June 2024
Re-sits	Monday 22 July till Saturday 27 July 2024

## Extra option for full term exchange students: International Consultancy Project

In addition to the regular master programme courses, students can participate in the International Consultancy Project (ICP).

For 4-5 months, a team of international students works intensively on a consultancy project for a company. The project is supervised by both an academic coach as well as a corporate coach. The aim of the project is to respond professionally to a real-world management problem and to learn from working in multidisciplinary and culturally diverse groups.

Because of its' professional and intensive character, students are strongly advised not to take more than one course per block, next to participation in the ICP. The ICP has a workload of 12.5 EC.

For more information: [International Consultancy Project](#)

### More information on the master programme courses:

#### Course guide

Students can find all information on their courses in the [course catalogue](#).

Just enter the course code or course name of the course you want information about, click on the course name to be directed to the correct page. The course information is updated around mid-July, until then, you can look at the information from last year for reference. Not all courses are open to exchange students.

As of page 4 of this document, you can also find a preliminary overview of courses open to our exchange students in the academic year 2023-2024.

#### Finance & Investments

Many courses from the master programme Finance & Investments have entry requirements and may require a certain background in finance courses. Students can find the requirements in the course catalogue.

#### Course manuals

The final course manuals will be published on Canvas about 1 week prior to the start of classes. Enrolled students have access to the Canvas pages of a course.

#### Other

Some master programmes courses offer (mandatory) prep-courses. If so, this information is also to be found in the course catalogue. These requirements apply if students want to participate in these specific master programme courses.

#### Participation & minimum/maximum workload

**Block:** Students need to participate in at least one course per block. It is not mandatory to take another course per block next to the International Consultancy Project, however, to meet the minimum number of credits to obtain, you may have to take an extra course in one or more blocks.

**Fall term:** The minimum workload for the full fall term is 20 EC (Block I & II). Because of the demanding and intensive character of master core courses, the recommended maximum workload is 24 EC. The minimum workload for 1 block is 12 EC.

Spring term: The minimum workload in electives for the full term is 18 EC (Block III & IV) or 20 EC (Block III, IV & V). The maximum workload is 18 EC for 1 block. The recommended maximum workload for the full term including all three blocks is 24 EC.

Full year: Students staying for the full year (Block I till IV or V) need to obtain a minimum of 40 EC.

### Course Registration

Course registration is done online and is on first-come, first-served basis. Nominated students will receive information from the International Office on how and when to register. Some information on courses and registration published on the diverse platforms (e.g., Canvas/SIN-Online) may vary for exchange students.

### Course openings

Fall term (core courses): Master programmes have a certain number of spots available in their course for all CEMS, ERIM and exchange students. The system cannot distinguish the difference in these 3 groups and sees this as 1 group. This means that it accepts all registrations from all 3 groups until the total number of available spots for this group within a course is reached. Therefore, all students are automatically placed on the waiting list at first. Programme Management will then manually check the number of registrations per group once the deadline has passed. If the total number of registrations per group does not surpass the number of available spots, all students are enrolled for the course. If the number of registrations does surpass the limit, the students concerned will be informed, taken off the waiting list and requested to change to a different course.

Spring term (electives): For the electives, a different system is used. All exchange students can register for courses if there are spots available. They cannot register for courses that are full. Once registered means that the student will also be enrolled.

Exchange students may see a notification on their screen that the course selected, is not part of the study programme. This message can be ignored since this message is only relevant to regular RSM students.

### Course workload

In the fall term, we offer core courses that may vary in credits from 1 to 6 EC. In the spring term, we offer electives that all have a workload of 6 EC.

1 EC stands for 28 hours of workload both in- and outside the classroom. To count the in-class hours, one would have to manually count the hours in the timetable.

### Class schedule / exam registration:

It is the students' own responsibility to ensure that the schedules of their selected courses do not have conflicts. This also involves exams and re-sits!

Once registered for a course, the student is automatically registered for the regular exam, and, in case the student fails a course, for the re-sit. If a student wants to take a re-sit to improve their grade, the student needs to register for the re-sit in the Osiris system. Further instructions on re-sit registration are passed on to the students in time.

## Course offer Block I:

COURSE CODE	COURSE NAME	EC
<b>Accounting &amp; Financial Management (AFM)</b>		
BM01AFM	Financial Information and Decision Making	5
BM05AFM	International Financial Reporting	5
BM07AFM	Presentation and Social Skills	1
<b>Business Information Management (BIM)</b>		
BM01BIM	Information Strategy	5
BM02BIM	Designing Business Applications	5
<b>Finance &amp; Investments (FI)</b>		
BM01FI	Investments	5
BM08FI	Valuation	4
<b>Global Business &amp; Sustainability (GBS)</b>		
BM01GBS	Business Sustainability & Social-Ecological Systems	6
BM02GBS	Global Business Strategies	5
<b>Human Resource Management (HRM)</b>		
BM15HRM	Strategic People Management	4
BM19HRM	Professional Development and Consulting *	5
BM20HRM	Managing the Organisational Environment	4
<b>Management of Innovation (MI)</b>		
BM02MI	Strategy of Innovation	5
BM03MI	Organisation of Innovation	5
<b>Marketing Management (MM)</b>		
BM01MM	Consumer Behaviour	6
BM02MM	Consumer Marketing Research	4

<b>Supply Chain Management (SCM)</b>		
BM01SCM	Supply Chain Fundamentals	4
BM05SCM	Purchasing & Supply Management	4
BMRM1SCM	Supply Chain Decision Analytics	3
<b>Strategic Entrepreneurship (SE)</b>		
BMSE01	Opportunity Creation	5
BMSE03	Validation and Pivoting	5
<b>Strategic Management (SM)</b>		
BMSM10	Competitive Strategy	8
BMMEYFC	Your Future Career *	1

\* For courses BM19HRM Professional Development and Consulting and BMMEYFC Your Future Career, the students need to participate in both block I and II as these courses run during the entire fall term. It is not possible to take these courses for 1 block only.

## Course offer Block II:

COURSE CODE	COURSE NAME	EC
<b>Accounting &amp; Financial Management (AFM)</b>		
BM04AFM	Business Analysis & Valuation	5
BM08AFM	Analytics in Accounting and Financial Management	5
<b>Business Information Management (BIM)</b>		
BM03BIM	Business Architecture & Transformation	5
BM04BIM	Big Data Management and Analytics	5
<b>Finance &amp; Investments (FI)</b>		
BM02FI	Corporate Finance	5
BM07FI	Business Ethics	1
BM09FI	Financial Modelling	5
<b>Global Business &amp; Sustainability (GBS)</b>		
BM03GBS	Sustainability, Ethics and Sustainable Behaviour	5
<b>Human Resource Management (HRM)</b>		
BM17HRM	People Analytics	4
BM18HRM	Leading Organisational Change	4
BM19HRM	Professional Development and Consulting *	5
<b>Marketing Management (MM)</b>		
BM04MM	Marketing Strategy	6
BM05MM	Marketing Strategy Research	4
<b>Supply Chain Management (SCM)</b>		
BM02SCM	Global Sustainable Supply Chains	4
BM04SCM	Facility Logistics Management	4
<b>Strategic Entrepreneurship (SE)</b>		
BMSE02	Start-up and Growth	5
BMSE04	Corporate Entrepreneurship	5

Strategic Management (SM)		
BMSM12	Corporate Strategy	8
BMMEYFC	Your Future Career *	1

\* For courses BM19HRM Professional Development and Consulting and BMMEYFC Your Future Career, the students need to participate in both block I and II as these courses run during the entire fall term. It is not possible to take these courses for 1 block only.

### Course offer Block III:

COURSE CODE	COURSE NAME	EC
<b>Accounting &amp; Financial Management (AFM)</b>		
BMME005	Assurance Services	6
<b>Business Information Management (BIM)</b>		
BMME119	Innovation in the Digital Age	6
<b>Finance &amp; Investments (FI)</b>		
BMME027	Advanced Valuation & Value Creation (2 groups) (only with FI prerequisites)	6
BMME034	Entrepreneurial Finance & Private Equity (2 groups)	6
BMME172	Investment Management	6
<b>Global Business &amp; Sustainability (GBS)</b>		
BMME037	Managing NGO's	6
BMME040	Sustainable Business Models	6
BMME143	Corporate Social Investors as a force for Positive Social Change	6
BMME170	Organizations & Natural Environment	6
BMME175	Sustainability Accounting and Reporting	6
<b>Human Resource Management (HRM)</b>		
BMME042	Managing Diversity	6
BMME043	High Performance Leadership (HRM/MI)	6
BMME064	Advisory Skills	6
BMME135	Motivation and Coordination in Enterprises	6
<b>Management of Innovation (MI)</b>		
BMME043	High Performance Leadership (HRM/MI)	6
BMME048	Innovation and Standardisation Management	6
BMME052	Open Innovation	6



<b>Marketing Management (MM)</b>		
BMME053	Advertising and Communication	6
BMME055	Marketing Analytics	6
BMME056	Digital Marketing Strategy	6
BMME059	Choice Architecture	6
<b>Supply Chain Management (SCM)</b>		
BMME070	Strategic Sourcing	6
BMME075	Supply Chain Forecasting	6
BMME122	Commodity Trade and Supply Networks	6
<b>Strategic Entrepreneurship (SE)</b>		
BMME076	Getting things done without Resources: Entrepreneurial Bootstrapping (SE/SM)	6
BMME136	Organizing for Technological Transformation (SE/SM)	6
BMME141	Global Strategy (SE/SM)	6
<b>Strategic Management (SM)</b>		
BMME076	Getting things done without Resources: Entrepreneurial Bootstrapping (SE/SM)	6
BMME081-3	Strategic Management Consulting	6
BMME085	Sustainable Strategies	6
BMME089	A Managerial Perspective on M&A's	6
BMME136	Organizing for Technological Transformation (SE/SM)	6
BMME141	Global Strategy (SE/SM)	6
BMME147-3	Programming Fundamentals Using Python	6
BMME156	Strategic Decision-making	6

## Course offer Block IV:

COURSE CODE	COURSE NAME	EC
<b>Accounting &amp; Financial Management (AFM)</b>		
BMME004	Taxation	6
BMME007	M&A's and Corporate Governance	6
<b>Business Information Management (BIM)</b>		
BMME138	Digital Decision Making	6
BMME154	Circular and Digital Business Design	6
BMME155	Human-Centered Process Development	6
<b>Finance &amp; Investments (FI)</b>		
BMME021	Derivatives (only with FI Prerequisites)	6
BMME023	Banking and Financial Institutions (only with FI prerequisites)	6
BMME025	Mergers and Acquisitions (2 groups) (only with FI prerequisites)	6
BMME030	Real Estate Finance	6
BMME113	Sustainable Finance (FI/GBS/SM)	6
BMME116	Financial Data Analytics (only with FI prerequisites)	6
<b>Global Business &amp; Sustainability (GBS)</b>		
BMME113	Sustainable Finance (FI/GBS/SM)	6
<b>Human Resource Management (HRM)</b>		
BMME044	Organisation Development and Change Management	6
BMME150	Negotiation	6
BMME161	Sales Force Leadership (HRM/MM)	6
<b>Management of Innovation (MI)</b>		
BMME079	New Business Development (SE/MI) (limited spots)	6
BMME169	Design Thinking for Innovation	6

<b>Marketing Management (MM)</b>		
BMME057	Neuromarketing	6
BMME060	Marketing of New Products	6
BMME063	Big Data Analytics for Marketing Insight	6
BMME100	Pricing: Creating and Capturing Value	6
BMME144	Customer Centricity	6
BMME161	Sales Force Leadership (HRM/MM)	6
BMME181	Noise	6
<b>Supply Chain Management (SCM)</b>		
BMME069	Supply Chain Simulation	6
BMME074	Ports in Global Networks	6
BMME105	Behavioural Operations Management	6
<b>Strategic Entrepreneurship (SE)</b>		
BMME078	Entrepreneurial Lab	6
BMME079	New Business Development (SE/MI) (limited spots)	6
BMME137	Influence and Persuasion	6
BMME141	Global Strategy (SM/SE)	6
<b>Strategic Management (SM)</b>		
BMME081-4	Strategic Management Consulting	6
BMME093	Non-market Strategy: CSR and Lobbying	6
BMME110	Managing Innovation Strategically	6
BMME113	Sustainable Finance (FI/GBS/SM)	6
BMME147-4	Programming Fundamentals Using Python	6

## Course offer Block V:

COURSE CODE	COURSE NAME	EC
<b>Accounting &amp; Financial Management (AFM)</b>		
BMME001	Algorithms in Accounting and Control	6
<b>Business Information Management (BIM)</b>		
BMME131	Strategy and Economics of Platforms	6
BMME177	Privacy & Security	6
<b>Finance &amp; Investments (FI)</b>		
BMME028	FinTech (only with FI prerequisites)	6
BMME036	Quantitative Investments Strategies (2 groups) (only with FI prerequisites)	6
BMME098	Financial Distress and Corporate Restructuring (only with FI prerequisites)	6
BMME115	Behavioral Finance (AFM/FI)	6
BMME173	Risk Management and Fixed Income	6
<b>Global Business &amp; Sustainability (GBS)</b>		
BMME080	Social Entrepreneurship (GBS/MI/SE)	6
BMME174	Sustainable and Equitable Food Strategy (limited spots)	6
BMME178	Circular Economy: Strategies & Business Models (GBS/MI)	6
<b>Human Resource Management (HRM)</b>		
BMME046	Leadership Development and Training	6
BMME151	Talent Acquisitions	6
BMME165	Foundations of Consulting	6

<b>Management of Innovation (MI)</b>		
BMME051	Mastering Networks for Innovation	6
BMME080	Social Entrepreneurship (GBS/MI/SE)	6
BMME178	Circular Economy: Strategies & Business Models (GBS/MI)	6
<b>Marketing Management (MM)</b>		
BMME061	Brand Development (2 groups)	6
BMME062	Online Customer Behaviour in the Age of Disruption	6
BMME099	Customer Experience Management	6
BMME129	Digital Footprints of Consumer Preferences	6
<b>Supply Chain Management (SCM)</b>		
BMME094	Healthcare Procurement & Value Chain Management	6
BMME104	Managing Performance of Manufacturing and Service Systems	6
BMME109	Advanced Topics in Global Supply Chain Management	6
BMME142	Health & Humanitarian Logistics	6
<b>Strategic Entrepreneurship (SE)</b>		
BMME080	Social Entrepreneurship (GBS/MI/SE)	6
BMME162	Entrepreneurial Investment Decision Making	6
BMME168	Beyond Profit and Promise – Impact Strategy and Organizations (SM/SE)	6
<b>Strategic Management (SM)</b>		
BMME087	Strategic Leadership and Corporate Governance	6
BMME159	Strategic Implementation and Measurement. Evaluating Strategic Success	6
BMME160	Strategic Formulation, Entrepreneurship and the Political Environment	6
BMME168	Beyond Profit and Promise – Impact Strategy and Organizations (SM/SE)	6