

HEC Liège



*Missions, Student Work Projects
and Internships in Enterprises*



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There exist several forms of School/Enterprise collaboration in the Masters in Management, Business Engineering and Economics

1. *The internship as a partial requirement of the Masters in Management and in Business Engineering*

- The internship takes place in the final year of the Master degree programs, and extends over minimum 10 weeks, usually from January to March.
- Within their internship mission, students will be dealing with a concrete management task set by an enterprise or organisation; this can be public or private, national or international, based in Belgium or abroad.
- This mission must be related to their specialist orientation; it can be related to their final work assignment (research-thesis).

The specialist orientations are the following:

For the Master in Management:

- > Banking & Asset Management,
- > Financial Analysis and Audit,
- > Marketing (Orientation Marketing & Strategic Intelligence)
- > Social Enterprise Management

For the Master in Business Engineering :

- > Supply Chain Management & Business Analytics
- > Financial Engineering
- > Performance Management and Control

- The internship is the subject of an agreement issued by HEC Liege and signed by the parties concerned.
- Students whose internship includes an "international prospecting" aspect for the benefit of a Walloon enterprise are eligible to an Explort scholarship sponsored by AWEX (www.explort.be)
- On completion of their internship students submit a report to be defended.
- The internship is a significant component of their course curriculum: it accounts for one sixth of their evaluation for the last year of the Master program.

The internship portfolio is updated throughout the academic year and accessible to all Master students.

INTERNSHIP OFFERS ARE TO BE SENT TO:

Brigitte MARECHAL
Program Manager
Phone: +32 (0)4 232 72 66
Brigitte.Marechal@ulg.ac.be

Students whose internship entails a stay abroad are eligible to a Explort scholarship, sponsored by AWEX (www.explort.be)

2. The internship as a partial requirement of the Master in Economics

- The internship takes place in the last year of the Master degree program, and extends over minimum 10 weeks, usually from January to March.
- As their internship mission, students will be dealing with an economic or financial task set within an enterprise, a public institution, an international organisation or research centre, based in Belgium or abroad.
- This mission must be related to their specialist orientation. Their internship and final work assignment are related and concern a similar issue.

The specialist orientations are the following:

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- > Economics & Finance
- > Economics & Society

INTERNSHIP OFFERS ARE TO BE SENT TO:

Nadia DE ZOTTI
Internship coordinator – UER Economics
Phone: +32 (0)4 366 32 26
nadia.dezotti@ulg.ac.be

3. The internship as a partial requirement of the Master in Law – Management

Students enrolled in the Master in Management with a special orientation in Law and Management carry out an internship of a minimum duration of 150 hours.

INTERNSHIP OFFERS ARE TO BE SENT TO:

Maxime MALHERBE
Coordinator of the Master
in Law-Management
Phone: +32 (0)4 366 38 92
droit.gestion@ulg.ac.be

4. *The project-thesis, the final work assignment carried out for an enterprise by students enrolled in the Masters in Management and Business Engineering*

- In the final year of the Master degree program, students work in the enterprise throughout the academic year, namely one day per week from mid-Sept. to the end of Dec., and on a full-time basis from mid-Jan. to the end of April, which amounts to 4 months spent in the field.
- They analyze a substantial management problem relevant to their specialist orientation and make recommendations for the enterprise's benefit. Time allowing, they also implement these.

The specialist orientations are the following:

For the Master in Management:

- > Banking & Asset Management,
- > Financial Analysis and Audit,
- > Marketing (Orientation Digital Marketing & Sales Management, Marketing & Strategic Intelligence)
- > Social Enterprise Management

For the Master in Business Engineering:

- > Supply Chain & Business Analytics
- > Financial Engineering
- > Performance Management & Control
- > Industrial & Business Engineering

- In mid-Feb., students submit and defend a provisional internship report. They then submit their FWA (final work assignment) at the end of May and defend it in June in front of a jury consisting of their FWA supervisor and of their company mentor.
- The project-thesis is a significant component of their course curriculum: its
- accounts for 50% of their evaluation score for the last year of the Master program.
- The project-thesis is confidential. It is subject to an agreement issued by HEC Liege and signed by the parties concerned.

A portfolio of 'project-thesis' is compiled during the period running from December to February, after which it is presented to the students enrolled in the penultimate year of the Master program. A "Speed meeting" (between enterprises and students) is organized in March.

AN ABSTRACT OF THE 'PROJECT-THESIS' MISSION MUST BE SENT BEFORE THE END OF FEBRUARY TO:

Sophie LERUTH
Program Manager
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sophie.leruth@ulg.ac.be



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5. Specific Opportunities

THE “INTRAPRENEURSHIP & MANAGEMENT OF INNOVATION PROJECTS” ORIENTATION

This specialist orientation gathers students enrolled in the Master in Business Engineering and Management and selected on the basis of an application file.

In the final year of the Master degree program, this training essentially consists in conducting a strategic project in an enterprise, e.g. implementing CRM, developing the range of e-business services, enhancing/developing a management control system, a competence management system, a traceability system operating throughout the supply chain, optimizing raw materials flows in a production system, etc.

Students look deeply into the project's content through consulting experts, analyse its implementation context through carrying out audits, propose concrete solutions, analyse their potential impact, devise a change management strategy relating to the project and eventually implement it (process).

Alternately, they attend theoretical and project-related seminars over about 5 days at the end of each month.

**PROJECT PROPOSALS MUST BE SUBMITTED BETWEEN SEPTEMBER AND FEBRUARY.
THE EXACT TERMS OF THE COLLABORATION ARE DEFINED IN A SUBSEQUENT INTERVIEW.**

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Program Manager
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sophie.leruth@ulg.ac.be

THE “HEC LIEGE ENTREPRENEURS” ORIENTATION

This program is accessible to all university graduates or equivalent. Participation is based on selection and conditional to a preliminary module aimed to bring candidates to the required standard of knowledge in management.

Participants carry out seven missions in different enterprises and on specific themes: business model, new venture, healthy company takeover and transfer, sales and negotiation, growth strategy, adjunct manager, marketing and communication/personal development.

These missions, each of which spans 5 weeks on average, are carried out successively between Sept. and June. The missions schedule is posted on the HEC Liege website.

Missions are carried through by multidisciplinary teams of 2 or 3 students coached by professional mentors. The mission as “adjunct manager”, however, which aims at “living an entrepreneur’s life” for 6 weeks, is carried out individually in March and April.

MISSION PROPOSALS ARE TO BE SENT TO:

Pascal RENARD
Coordinator
Phone: +32 (0)4 366 59 36
pascal.renard@venturelab.be



Other forms of Student/Enterprises collaboration

1. HEC Consulting Group s.c.

HEC Consulting Group is consulting company in marketing managed by 18 Master students in Management at HEC Liege.

The Group specializes in all types of market research: satisfaction surveys, feasibility surveys, implantation surveys and awareness surveys.

TO RECEIVE AN OFFER, PLEASE CONTACT:

HEC Consulting Group s.c.
Phone: +32 (0)499 51 79 48
info@heccg.com

2. HEC Liège Advisory

HEC Advisory is a junior enterprise gathering 18 HEC Liege students benefiting from the support of the School's senior faculty and Alumni network.

The enterprise offers analysis and advice, mainly in finance, accounting and strategy: financial analysis, performance audit, financing assistance and conception of business plans.

TO RECEIVE AN OFFER, PLEASE CONTACT:

HEC Liège Advisory
Phone: +32 (0)496/98.15.70
info@heculgadvisory.be



HEC Liege also offers enterprises

• TO BECOME PARTNERS

HEC Liege proposes customized high value added partnerships enabling enterprises to take advantage of privileged services within the University of Liege.

> **Contact: Sandra Delforge, Phone: +32 (0)4 232 73 86, sandra.delforge@ulg.ac.be**

• TO COLLABORATE WITH ITS RESEARCH CENTRES

Our research centres develop action-research in the fields related to HEC Liege's peaks of excellence: Asset & Risk Management, Changing Workplace & Strategic HRM, Social Enterprise & Business Ethics, Supply Chain Management & Business Analytics, Regional Economic Development, Tax Institute, Competition & Innovation, Marketing.

These research centres extend their expertise to enterprises.

> **Contact: Sandra Delforge, Phone: +32 (0)4 232 73 86, sandra.delforge@ulg.ac.be**

• TO RECRUIT ITS FUTURE GRADUATES & ALUMNI VIA VARIOUS CHANNELS:

- By posting job offers on www.hec.ulg.ac.be/entreprise-professionnel/recruter, which is accessible to all HEC Liege students and Alumni.
- By taking part in the activities organized by the "Career Development" pole and "Campus Recruitment": Job days, Round Tables, Recruitment Training Days

> **Contact: Sabine Hauser, Phone: +32 (0)4 232 72 50, sabine.hauser@ulg.ac.be**

- **BY MAKING CONTACT WITH ITS ALUMNI NETWORK**

HEC Liege Alumni counts over 15,000 graduates. Enterprises are welcome to consult its Alumni yearbooks, look up Alumni's personal details, gain visibility among all Alumni when organizing an event, etc.

> **Contact : alumni-hec@ulg.ac.be**

- **BY JOINING SPECIFIC TRAINING PROGRAMS**

Part-time training sessions leading to degrees in Analysis, Accounts Supervision and Auditing, Finance, Tax Law, Management and Environmental Management.

> **Contact: Christine Bertrand, Phone: +32 (0)4 232 73 22, christine.bertrand@ulg.ac.be**

Executive MBA (Master in Business Administration), an **OpenBordersMBA** program aiming to equip experienced managers with strategic management skills with the view of filling managerial positions at international level.

> **Contact: Charlotte Maron, Phone: +32 (0)4 232 74 15, charlotte.maron@ulg.ac.be**

"Customized" in-house training for company managers, company executives and their teams.

> **Contact: Sylvie-Anne Piette, Phone: +32 (0)496 24 40 14, sylvie-anne.piette@ulg.ac.be**

Full INTER-COMPANY training courses as well as seminars and cocktail conferences on management themes.

> **Contact: Sabine Mondin, Phone: +32 (0)4 232 72 99, sabine.mondin@ulg.ac.be**

- **BY HAVING A WINDOW IN THE "SPIRIT OF MANAGEMENT MAGAZINE"**

"Spirit of Management" offers a unique opportunity to get known by the Alumni network, by the enterprises network, by HEC Liege faculty and students.

> **Contact: Nathalie Hosay, Phone: +32 (0)4 232 72 30, nathalie.hosay@ulg.ac.be**

Knowledge Partners



Project Partners



Business Spirit Partners





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