

# HEC LIÈGE

*Missions, Student Work Projects  
and Internships in companies*



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# The Masters in Management Sciences, Business Engineering and Economic Sciences propose various types of HEC Liège/Enterprise collaboration

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

- The internship generally takes place in the final year of the Master degree program and extends over minimum 10 weeks, usually from the end of January to the beginning of April.
- Student interns carry out a concrete management task set by an enterprise or organization, public or private, national or international, based in Belgium or abroad.
- Their internship mission must connect with their chosen specialism; it can be related to their final work assignment (research-thesis).

### The specialisms are the following:

#### **For the Master in Management Sciences:**

- >> Banking & Asset Management
- >> Financial Analysis & Audit
- >> Global Supply Chain Management
- >> International Strategic Marketing
- >> Social and Sustainable Enterprise Management
- >> Human Resource Strategy and Management

#### **For the Master in Business Engineering:**

- >> Supply Chain Management & Business Analytics
- >> Digital Business
- >> Financial Engineering
- >> Sustainable Performance Management

For the exhaustive list and all information, please refer to:

<http://www.hec.ulg.ac.be/index.php/fr/masters>

- 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.explor.be](http://www.explor.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 final year of the Master program.
- **The internship portfolio can be consulted on the «Career Centre HEC Liège» platform.**

**INTERNSHIP OFFERS MUST BE ENTERED ON: [HTTPS://HEC-LIEGE.JOBTEASER.COM](https://hec-liege.jobteaser.com)**

Caroline MICHOTTE  
Internship Administrative Officer  
Phone: +32 (0)4 232 73 92  
[Caroline.michotte@uliege.be](mailto:Caroline.michotte@uliege.be)



## 2. The internship as a partial requirement of the Master in Economic Sciences

- The internship generally takes place in the final year of the Master degree program and extends over minimum 10 weeks, usually from the end of January to the beginning of April.
- Student interns carry out an economic or financial task set within an organization, public or private, national or inter-national, based in Belgium or abroad: an enterprise, a public organism, a financial institution or a research center.
- This mission must connect with their chosen specialism. Their internship and final work assignment can be mutually related and concern a similar issue.

### The specialisms are the following:

- >> Economic Analysis & Policy
- >> Macroeconomics & Finance

### INTERNSHIP OFFERS MUST BE SENT TO:

Nadia DE ZOTTI  
Internship coordinator and final work projects  
for the Master in Economic Sciences  
Phone: +32 (0)4 366 32 26  
[nadia.dezotti@uliege.be](mailto:nadia.dezotti@uliege.be)

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

After completing a Master in law with a specialization in management, students enrolled in a Master in management sciences specialized in law and management (3rd year of the Master in law and management) carry out an internship in a professional environment. The internship enables them to acquaint themselves with the life and management of companies and to compare the theoretical knowledge they have acquired with its practical implementation. It also enables them to deal with a management problem and to respond to a specific mission entrusted to them. Students carry out an internship of at least 150 hours.

### INTERNSHIP OFFERS MUST BE SENT TO:

Maud CHABOTEAU  
Coordinator of the Master in Law-Management  
Phone: +32 (0)4 366 38 92  
[droit.gestion@uliege.be](mailto:droit.gestion@uliege.be)



## 4. The project-thesis – the final work assignment (FWA) carried out for an enterprise by students enrolled in the Master in Management Sciences and in Business Engineering

- In the final year of the Master program, students work in the enterprise throughout the academic year, i.e. on a one-day a week basis from mid-Sept. to the end of Dec., and on a full-time basis from mid-Jan. to the beginning of May, which amounts to 4 months spent in the field. Students analyze a substantial management problem relevant to their specialism and make concrete recommendations for the enterprise's decision-making. Their project-thesis is expected to meet the usual academic standards for all FWAs.

### The specialisms are the following:

#### For the Master in Management Sciences:

- >> Banking & Asset Management,
- >> Financial Analysis and Audit,
- >> Global Supply Chain Management
- >> International Strategic Marketing
- >> Social and Sustainable Enterprise Management

#### For the Master in Business Engineering:

- >> Supply Chain & Business Analytics
- >> Digital Business
- >> Financial Engineering
- >> Sustainable Performance Management
- >> Sciences and Technologies (Industrial & Business Engineering)

For the exhaustive list and all information, please refer to:

<http://www.hec.ulg.ac.be/index.php/fr/masters>

- At the end of Feb., students submit and defend a provisional internship report. They then submit their final work assignment (FWA) at the end of May and defend it 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; it accounts for about 50% of their evaluation score for the final 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-theses' is compiled during the period running from December to February. It is presented to the students enrolled in the penultimate year of the Master program at the end of Feb. A "Speed meeting" (between enterprises and students) is organized at the beginning of March.**

**AN ABSTRACT OF THE 'PROJECT-THESIS' MISSION MUST BE ENTERED ON <http://mythin.externs.ulg.ac.be/proposal.php> BY THE END OF FEBRUARY**

Sophie LERUTH  
Program Manager  
Phone: +32 (0)4 232 73 13  
[sophie.leruth@uliege.be](mailto:sophie.leruth@uliege.be)





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## 5. Specific Opportunities

### A. THE “INTRAPRENEURSHIP & MANAGEMENT OF INNOVATION PROJECTS” SPECIALISM

This specialism gathers students enrolled in the Master in Management Sciences and Business Engineering selected on the basis of their application file.

Organized in the final year of the Master degree program, this training focuses on 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 examine the content of the project through consulting experts, analyze its implementation context through carrying out audits, propose concrete solutions, analyze their potential impact. They devise a change management strategy relating to the project and eventually implement it (process).

They work in the company on a 3-week a month basis and attend theoretical and applied seminars at the University for about 5 days at the end of each month.

**PROJECT PROPOSALS MUST BE SUBMITTED BETWEEN DECEMBER AND FEBRUARY VIA**  
<http://mythin.externs.ulg.ac.be/proposal.php>

**THE EXACT TERMS OF THE COLLABORATION ARE DEFINED IN A SUBSEQUENT INTERVIEW.**

Sophie LERUTH  
Program Manager  
Phone: +32 (0)4 232 73 13  
[sophie.leruth@uliege.be](mailto:sophie.leruth@uliege.be)



## B. THE "HEC LIEGE ENTREPRENEURS" SPECIALISM

This specialized Master 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.

The participants in the Master program can help you, company managers, to make a diagnosis of the state of your company, to detect problems and opportunities related to its growth and marketing strategy, to identify customers etc. Companies volunteering for a mission usually get immediate benefits from this!

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

Missions are carried through by multidisciplinary teams of 2 to 4 students coached by professional mentors. The mission as "adjunct manager", however, which aims at "living an entrepreneur's life" for 5 weeks, is carried out individually during the months of April and May.

### MISSION PROPOSALS MUST BE SENT TO:

**Caroline GERKENS**  
Coordinator  
Phone: +32 (0)477 85 62 68  
[c.gerkens@uliege.be](mailto:c.gerkens@uliege.be)

## C. THE SPECIALISM IN "SCIENCE & TECHNOLOGY" - THE TRANSDISCIPLINARY PROJECT

Within the framework of the HEC Liège and HELMo Gramme partnership, Master 3 students carry out a transdisciplinary project in groups of 4 or 5 within a company.

These students with a dual profile in Business and Industrial Engineering, are expected to apply the skills they have acquired in the technical and managerial fields pragmatically.

The project addresses the following points:

1. Exploring and defining the need.
2. Technical and economic feasibility.
3. Design and technical realization of a prototype.
4. Validation of a marketing plan and commercial communication.

Students are supervised by HEC Liège and HELMo Gramme lecturers. The project corresponds to 480 work hours per group of students spread over the 2 four-month periods of the academic year.

### PROJECT PROPOSALS MUST BE SENT TO:

**Christine PUIT**  
Project Manager  
+32 (0)232 72 58  
[christine.puits@uliege.be](mailto:christine.puits@uliege.be)



## D. THE MASTER'S DEGREE IN SALES MANAGEMENT

All students enrolled in the Master in Sales Management on a work-study basis at HEC Liège carry out an internship in a company, called "professional immersion" during each year of the Master degree.

This fully-fledged pedagogical activity is part of the students' training process.

Professional immersion takes place throughout the academic year and is spread over the two years of the Master degree. It starts at the beginning of the academic year and finishes at the end of the academic year.

The students are fully integrated into the company and are present there on an average of a three-day a week basis, according to the academic calendar.

**Sandrine WOUTERS**  
Coordinator  
+32 (0)232 74 19  
[sandrine.wouters@uliege.be](mailto:sandrine.wouters@uliege.be)

## E. THE SPECIALIZED MASTER IN TAX LAW

The internship is an additional opportunity for tax law students who wish to get involved in the professional tax world.

The internship does not generate any course exemption but enables students to add 5 credits to their programme.

This 150-hour internship can be done in a law firm, a tax consulting firm, within the tax administration, in an accounting office, etc.

Besides the completion of the required 150 hours, the internship requires writing an internship report on the feedback of the experience (which may not exceed 10 pages) and, as appendices, the working documents submitted anonymously.

The internship starts after the autumn break at the earliest and finishes before the spring break at the latest.

**Laetitia DEBRAZ**  
Administrative Assistant  
Student Services Office for Part-Time Training  
Phone: +32 (0)232 73 21  
[laetitia.debraz@uliege.be](mailto:laetitia.debraz@uliege.be)



# Other forms of Students/Enterprises collaboration

## 1. HEC Consulting Group s.c.

HEC Consulting Group is a consulting company in operational marketing. Administered by 19 Master students in Management Sciences at HEC Liege, it is the first student-run company in Belgium.

The company specializes in all types of studies: reputation, satisfaction, competition, location and feasibility.

Many large companies, project leaders and SMEs regularly call upon the Group. Through its personalized offers, creative methodologies and its alumni network, HEC Consulting carries out an average of 35 missions per year for companies in various sectors.

### TO RECEIVE AN OFFER, PLEASE CONTACT:

HEC Consulting  
+34 (0)472 21 74 77  
<https://www.heccg.com/>  
[info@heccg.com](mailto:info@heccg.com)

## 2. HEC Liège Advisory

HEC Advisory is a junior HEC Liège company offering analysis and advisory services, mainly in finance, strategy and law: performance consulting (business plan and business development), digital strategy and debt collection.

### FOR FURTHER INFORMATION, PLEASE CONTACT:

HEC Liège Advisory  
+32(0)477 47 12 17  
<https://www.hecadvisory.com>  
[info@hecadvisory.be](mailto:info@hecadvisory.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: Aurore Tilkin, Phone: +32 (0)4 232 73 61, [aurore.tilkin@uliege.be](mailto:aurore.tilkin@uliege.be)**

### • TO COLLABORATE WITH ITS RESEARCH CENTRES

HEC Liège research centres develop action-research in the following strategic research fields: Asset & Risk Management, Changing Workplace & Strategic HRM, Social Enterprise & Business Ethics, Economic Analysis and Policy, Marketing & Service Innovation, Supply Chain Management & Business Analytics, Sustainable Performance: Tax, Audit & Accounting.

These research centres extend their expertise to enterprises.

> **Contact: Sandra Delforge, +32 (0)4 232 73 86, [sandra.delforge@uliege.be](mailto:sandra.delforge@uliege.be)**

### • TO RECRUIT ITS FUTURE GRADUATES VIA VARIOUS CHANNELS

- By posting job offers via the Career Centre on [www.hec.ulg.ac.be/fr/entreprise/recruter](http://www.hec.ulg.ac.be/fr/entreprise/recruter), which is accessible to all HEC Liege students and Alumni.
- By taking part in the activities organized by HEC Liège “Career Development” pole and “Campus Recruitment”: Career Day & Career Night, recruitment training days
- By accessing the students’ CV database via the “Career Development” thanks to a new partnership formula.

> **Contact: Sabine Hauser, +32 (0)4 232 72 50, [sabine.hauser@uliege.be](mailto:sabine.hauser@uliege.be)**

### • BY JOINING SPECIFIC TRAINING PROGRAMMES

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

> **Contact: Christine Bertrand, +32 (0)4 232 73 22, [christine.bertrand@uliege.be](mailto:christine.bertrand@uliege.be)**

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

> **Contact: Charlotte Maron, +32 (0)4 232 74 15, [charlotte.maron@uliege.be](mailto:charlotte.maron@uliege.be)**

### • BY HAVING A WINDOW IN THE “SPIRIT OF MANAGEMENT” MAGAZINE

The magazine is published three times a year (Feb., June and October). It is emailed to 8000 recipients and sent by post to 6000 people.

> **Contact: Nathalie Hosay, +32 (0)4 232 72 30, [nathalie.hosay@uliege.be](mailto:nathalie.hosay@uliege.be)**

# HEC LIÈGE EXECUTIVE EDUCATION

## YOUR QUESTIONS?



**BEING INFORMED, BEING AWARE** to be inspired, better understand your environment, make informed decisions, motivate your staff to move forward...



**ACQUIRING FUNDAMENTAL SKILLS** to take on new projects, new professional challenges, train your teams....



**DEVELOPING YOUR EXPERTISE** to get answers and tools to go further in specific projects you are already working on...



**DEVELOPING NEW IDEAS** to create a new shared vision, reconsider your processes, feed R&D...



**INDIVIDUAL OR TEAM SUPPORT** to expertise in confidential areas or to help you overcome difficulties specific to your environment or to build your team by combining usefulness with pleasure...

## OUR ANSWERS!

**LECTURES and WEBINARS** on all managerial themes and on current topics of interest to companies... (short format).

**INTERACTIVE TRAINING** with practice and exchange of experience (blended or face-to-face) (2 to 5 days and certificates).

**UNIVERSITY CERTIFICATES** with dense programs combining advanced theory, exercises, personal work and learning acquisition control (blended and face-to-face) (minimum 12 days and certificate issued by HEC and the University of Liège).

**INTERACTIVE WORKSHOPS** in the form of condensed days with concept synthesis, case analysis and collective intelligence enabling you to leave with solutions (1 to 2 days).

**INNOVATIVE WORKSHOPS** applying design thinking, agile processes.

**STRATEGIC WORKSHOPS** with experts to boost and equip your team to think up your future.

**EXECUTIVE COACHING** with experienced coaches, selected according to your field of expertise.

**TEAM BUILDING ACTIVITIES** organized over days or included in strategic thinking days.

## TO GET AN OFFER, PLEASE CONTACT:

Olivier Hollander  
Training & Sales Partner  
Phone: +32 (0)4 232 73 13  
[olivier.hollander@uliege.be](mailto:olivier.hollander@uliege.be)

