

Master exchange - course offer 2020-2021 (under regular reservation)

MSc courses

Students may enroll for (one or more) courses from our 11 specialized [Master programmes](#). 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).

Exchange terms

The full fall term consists of two blocks:

Block I

Courses	31 August till 16 October 2020
Exams	19 October till 24 October 2020
Re-sits	14 December till 19 December 2020 24 January till 9 January 2021

Block II

Courses	26 October till 11 December 2020
Exams	14 December till 19 December 2020
Re-sits	15 March till 20 March 2021

The spring term consists of three blocks:

Block III

Courses	1 February till 12 March 2021
Exams	15 March till 19 March 2021
Re-sits	10 May till 15 May 2021

Block IV

Courses	22 March till 7 May 2021
Exams	10 May till 15 May 2021
Re-sits	28 June till 3 July 2021

Block V

Courses	17 May till 25 June 2021
Exams	28 June till 3 July 2021
Re-sits	19 July till 24 July 2021

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).

The ICP is worth 12.5 EC and for 4-5 months, a team of international students work intensively on a consultancy project for a company. The project is supervised by both a coach from our business school and from the company. 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.

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 guide, see also [course guide](#).

When entering this digital course guide, students should choose the English language, the master programmes and correct study year (2020-2021).

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 online [course guide](#). The final [course manuals](#) will be published about 1 week prior to the start of classes.

Other

Some master programmes courses offer (mandatory) prep-courses. If so, this information is also to be found in the online [course guide](#) published annually around July 20th. These requirements apply if students want to participate in these master programme courses.

Participation & minimum/maximum workload

Block: Students need to participate in at least one course per block. The minimum workload per block is 12 EC.

Fall term: The minimum workload for the full fall term is 20 EC (Block I&II). The maximum workload is 30 EC. In this term the master core courses are being offered.

Spring term: The minimum workload for the full spring terms is 18 EC (Block III&IV) respectively 20 EC (Block III, IV&V). The maximum workload is 18 EC per block or 24 EC, if the students participates in a combination of the 3 spring blocks.

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

Advised: In fall and spring, students are advised not to surpass the maximum workload of 24 EC because of the demanding and intensive character of master courses.

Course Registration

Course registration is done online. Nominated students will receive information from the International Office on how and when to register. Some information on courses and registration may vary for exchange students.

Course openings

Master programmes have a certain number of spots available in their course. Depending on the size of the master programme, the number of spots differ. Once the deadline has passed, the Master Programme Management will first need to check if all registered students fit in the available number of spots. If so, the system will automatically send out confirmations to students. If not, students will be contacted and are offered courses where there are still spots available.

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.

Class schedule / exam registration:

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

Once registered for a course, the student is automatically registered for the regular exam, but not for any re-sit! If a student needs to take a re-sit, the student needs to register for the re-sit in the Osiris system. Further instructions on re-sit registration is passed on to the students in time.

Course offer Block I:

COURSE CODE	COURSE NAME	EC
Accounting & Financial Management (AFM)		
BM01AFM	Financial Information and Decision Making	5
BM05AFM	International Financial Reporting	5
BM07AFM	Presentation and Social Skills	1
Business Information management (BIM)		
BM01BIM	Information Strategy	5
BM02BIM	Designing Business Applications	5
Finance & Investments (FI)		
BM01FI	Investments	5
BM02FI	Corporate finance	5
BM07FI	Valuation	4

* Course BM07FI: students complete all workshops in both Blocks I & II to pass the course.

Global Business & Sustainability (GBS)		
BM01GBS	Sustainability, Leadership & Planetary Boundaries	6
BM02GBS	Global Business Strategies	5
Human Resource Management (HRM)		
BM06HRM	Managing Individuals & Teams	5
BM07HRM	Strategic HRM	5
Management of Innovation (MI)		
BM02MI	Strategy of Innovation	5
BM03MI	Organisation of Innovation	5
Marketing Management (MM)		
BM01MM	Consumer Behaviour	6
BM02MM	Consumer Marketing Research	4
Supply Chain Management (SCM)		
BM01SCM	Supply Chain Fundamentals	4
BM05SCM	Purchasing & Supply Management	4
Strategic Entrepreneurship (SE)		
BMSE01	Opportunity Creation	5
BMSE03	Entrepreneurial Skillset	5
Strategic Management (SM)		
BMSM08	Managing Business Strategically	5
BMSM09	Changing Business Strategically	5
AFM/HRM/MM/OCC/SE/SM		
BMMEYFC	Your Future Career *	1

* Course BMMEYFC: students complete all workshops in both Blocks I & II to pass the course.

Course offer Block II:

COURSE CODE	COURSE NAME	EC
Accounting & Financial Management (AFM)		
BM04AFM	Business Analysis & Valuation	5
BM06AFM	Management Control	5
Business Information management (BIM)		
BM03BIM	Business Architecture & Transformation	5
BM04BIM	Big Data Management and Analytics	5
Finance & Investments (FI)		
BM07FI	Business Ethics	1
BM09FI	Financial Modelling and Analytics	5
Global Business & Sustainability (GBS)		
BM03GBS	Sustainability and Behavioural Ethics	5
Human Resource Management (HRM)		
BM08HRM	HR Mega Trends	4
BM09HRM	People Analytics	4
Marketing Management (MM)		
BM04MM	Marketing Strategy	6
BM05MM	Marketing Strategy Research	4
Supply Chain Management (SCM)		
BM02SCM	Global Sustainable Supply Chains	4
BM04SCM	Facility Logistics Management	4
BM06SCM	Distribution Networks	3
Strategic Entrepreneurship (SE)		
BMSE02	Start-up and Growth	5
BMSE04	Corporate Entrepreneurship	5

Strategic Management (SM)		
BMMS03	Corporate Strategy and Growth	5
BMMS04	Corporate Strategy: Ownership and Governance	5
AFM/HRM/MM/OCC/SE/SM		
BMMEYFC	Your Future Career **	1

Course BMMEYFC: students complete all workshops in both Blocks I & II to pass the course

Course offer Block III:

COURSE CODE	COURSE NAME	EC
Accounting & Financial Management (AFM)		
BMME005	Assurance Services	6
Business Information management (BIM)		
BMME009	Customer-centric Digital Commerce	6
BMME131	Strategy and Economics of Platforms	6
Finance & Investments (FI)		
BMME021	Derivatives (only with FI prerequisites)	6
BMME025	Mergers and Acquisitions	6
BMME036	Financial Modeling (only with FI prerequisites)	6
BMME132	Private Equity (only with FI prerequisites)	6
Global Business & Sustainability (GBS)		
BMME037	Managing NGO's	6
BMME038	Corporations and Justice	6
BMME040	Sustainable Business Models	6
BMME107	Communicating Sustainability	6
Human Resource Management (HRM)		
BMME043	High Performance Leadership (HRM/MI/OCC)	6
BMME064	Advisory Skills (HRM/OCC)	6
BMME135	Motivation, Coordination and Cognition (HRM/OCC)	6

Management of Innovation (MI)		
BMME048	Innovation and Interface Management	6
BMME052	Open Innovation	6
Marketing Management (MM)		
BMME053	Advertising and Communication	6
BMME055	Marketing Analytics	6
BMME056	Digital Marketing Strategy	6
BMME059	Choice Architecture	6
Organisational Change and Consulting (OCC)		
BMME043	High Performance Leadership (HRM/MI/OCC)	6
BMME064	Advisory Skills (HRM/OCC)	6
Supply Chain Management (SCM)		
BMME070	Strategic Sourcing	6
BMME075	Supply Chain Forecasting	6
BMME122	Commodity Trade and Supply Networks	6
Strategic Entrepreneurship (SE)		
BMME076	Getting things done without Resources: Entrepreneurial Bootstrapping (SE/SM)	6
BMME133	Corporate Venturing: Swimming with Sharks (SE/SM)	6
BMME136	Organizing for Technological Transformation (SE/SM)	6

Strategic Management (SM)		
BMME076	Getting things done without Resources: Entrepreneurial Bootstrapping (SE/SM)	6
BMME081	Strategic Management Consulting	6
BMME085	Sustainable Strategies	6
BMME089	A Managerial Perspective on M&A's	6
BMME133	Corporate Venturing: Swimming with Sharks (SE/SM)	6
BMME136	Organizing for Technological Transformation (SE/SM)	6
BMME156	Strategic Decision-making	6

Course offer Block IV:

COURSE CODE	COURSE NAME	EC
Accounting & Financial Management (AFM)		
BMME001	Accounting Analytics	6
BMME024	Treasury Management (AFM/FI)	6
Business Information management (BIM)		
BMME138	Digital Decision Making	6
BMME154	Circular and Digital Business Design	6
BMME155	Human-Centered Process Development	6
Finance & Investments (FI)		
BMME024	Treasury Management (AFM/FI)	6
BMME027	Advanced Valuation & Value Creation (only with FI prerequisites)	6
BMME028	Fintech (only with FI prerequisites)	6
BMME030	Real Estate Finance	6
BMME113	Sustainable Finance (FI/GBS/SM)	6
BMME116	Advanced Financial Analytics (only with FI prerequisites)	6

Global Business & Sustainability (GBS)		
BMME050	Circular Economy (MI/GBS/SCM)	6
BMME113	Sustainable Finance (FI/GBS/SM)	6
BMME121	Cross-sector Partnerships for Sustainable Development	6
BMME157	Movement for Change: Social Movements and Collective Action in and around	6
Human Resource Management (HRM)		
BMME042	Managing Diversity (HRM/OCC)	6
BMME065	Rhetoric for Managers (HRM/OCC)	6
BMME150	Negotiation (HRM/OCC)	6
Management of Innovation (MI)		
BMME049	Patent Law and Strategy for Managers	6
BMME050	Circular Economy (MI/GBS/SCM)	
BMME079	New Business Development (MI/SE)	6
Marketing Management (MM)		
BMME057	Neuromarketing	6
BMME060	Marketing of New Products	6
BMME063	Big Data Analytics for Marketing Insight	6
BMME072	Pricing and Revenue Management (MM/SCM)	6
BMME100	Pricing: Creating and Capturing Value	6
BMME103	Marketing Beyond Borders: Managing Cross Cultural Challenges	6
BMME144	Customer Centricity	6
Organisational Change and Consulting (OCC)		
BMME042	Managing Diversity (HRM/OCC)	6
BMME065	Rhetoric for Managers (HRM/OCC)	6
BMME150	Negotiation (HRM/OCC)	6

Supply Chain Management (SCM)		
BMME050	Circular Economy (MI/GBS/SCM)	6
BMME069	Supply Chain Simulation	6
BMME072	Pricing and Revenue Management (MM/SCM)	6
BMME074	Ports in Global Networks	6
Strategic Entrepreneurship (SE)		
BMME078	Entrepreneurial Lab	6
BMME079	New Business Development (SE/MI)	6
BMME141	Global Strategy (SE/SM)	6

Strategic Management (SM)		
BMME081	Strategic Management Consulting	6
BMME093	Corporate Political Strategies and Non-market Competition	6
BMME110	Managing Innovation Strategically	6
BMME113	Sustainable Finance (FI/GBS/SM)	6
BMME141	Global Strategy (SE/SM)	6

Course offer Block V:

COURSE CODE	COURSE NAME	EC
Accounting & Financial Management (AFM)		
BMME004	Taxation	6
BMME007	M&A's and corporate governance	6
BMME115	Behavioral Finance (AFM/FI)	6
Business Information management (BIM)		
BMME119	Innovation in the Digital Age	6
BMME149	ICTs for Social Change	6

Finance & Investments (FI)		
BMME020	Portfolio Management (only with FI prerequisites)	6
BMME023	Banking (only with FI prerequisites)	6
BMME034	Entrepreneurial Finance & Private Equity	6
BMME098	Financial Distress and Corporate Restructuring (only with FI prerequisites)	6
BMME115	Behavioral Finance (AFM/FI)	6
Global Business & Sustainability (GBS)		
BMME050	Circular Economy (GBS/MI/SCM)	6
BMME143	Corporate Social Investment as a Force for Positive Social Change	6
BMME158	Global Value Chains	6
Human Resource Management (HRM)		
BMME044	Organisation Development and Change Management	6
BMME067	Cross-cultural Management (HRM/OCC)	6
BMME151	Talent Acquisition (HRM/OCC)	6
BMME161	Sales Force Leadership (HRM/OCC/MM)	6
Management of Innovation (MI)		
BMME050	Circular Economy (GBS/MI/SCM)	6
BMME051	Mastering Networks for Innovation	6
Marketing Management (MM)		
BMME061	Brand Development	6
BMME062	Online Customer Behaviour in the Age of Disruption	6
BMME099	Customer Experience Management	6
BMME129	Digital Footprints of Consumer Preferences	6
BMME161	Sales Force Leadership (HRM/OCC/MM)	6

Organisational Change and Consulting (OCC)		
BMME046	Leadership Development and Training	6
BMME067	Cross-cultural Management (HRM/OCC)	6
BMME151	Talent Acquisition (HRM/OCC)	6
BMME161	Sales Force Leadership (HRM/OCC/MM)	6
Supply Chain Management (SCM)		
BMME050	Circular Economy (GBS/MI/SCM)	6
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
Strategic Entrepreneurship (SE)		
BMME101	Managing the Family Business (SE/SM)	6
BMME137	Venture Governance	6
Strategic Management (SM)		
BMME087	Strategic Leadership and Corporate Governance	6
BMME091	Managing Technology Alliances and Acquisitions	6
BMME101	Managing the Family Business (SE/SM)	6
BMME152	Irrational Lab	6
BMME159	Strategic Implementation and Measurement. Evaluating Strategic Success	6
BMME160	Strategic Formulation, Entrepreneurship and the Political Environment	6