

**HEC Lausanne**  
**Bachelor courses open for exchange students**  
**Spring 2024**

# Bachelor

Course Title	ECTS	Hours / week	Language of teaching	Professors	Programs
Analyse économique : microéconomie/Microeconomics Analysis	6	4	French & English	Montez Joao ; Bruhin Adrian	2 <sup>nd</sup> year
Asset Management: Théorie et Pratique	3	2	French	Guillemin Pierre	Management
Business Intelligence and Analytics et exercices	4.5	4	French & English	Vlachos Michalis ; Orso Samuel	2 <sup>nd</sup> year
Communication et Leadership	4.5	4	French & English	Jost Matthieu ; Tilston Ottilie	Management; Economics
Consumer Behaviour (BScM)	6	4	English	Petersen Francine	Management
Contemporary Challenges in Management Control	3	2	French	Schnegg Maël ; Derchi G. B.	Management
Corporate Sustainability : The Environmental Perspective	3	2	English	Ionescu Aileen	Management
Cyberespace et Internet	6	4	French	Ghernaouti Solange	Management
Droit des affaires II	3	2	French	Junod Valérie	Management
Entrepreneurial finance and the new venture funding process	6	4	English	Petty Jeffrey	Management
Ethique et Marketing	3	2	French	Uhlmann Vincent	Management
Financial Markets	6	4	English	Celentano Francesco	Management; Economics
Fiscalité	6	4	French	Vuilleumier Frédéric	Management
Fondamentaux de contrôle de gestion et exercices	4.5	4	French	Oyon Daniel	2 <sup>nd</sup> year
Gestion de projets	6	4	French	Missonier Stéphanie	Management
Operations Management Gestion des opérations	3	2	French & English	Lurkin Virginie	Management ; Economics
Innovation for Happiness	3	2	English	Leclerc Fabrice	Management; Economics
Innovation sociale : créer le changement pour un avenir durable (HUB)	3	2	French	Headon Anne	Management; Economics
Integrated Marketing Communication	3	2	English	Schlager Tobias	Management
Intégration européenne (Faculté Droit)	3	2	French	Grin Gilles	Management; Economics
International Money and Finance	6	4	English	Bacchetta Philippe ; Davenport M.	Management; Economics
International Trade and European Integration	6	4	English	Milet Emmanuel ; Brühlhart Marius	Economics

To consult timetables and syllabus: [HEC Bachelor timetables](#) (please click on the icon “List of courses” on the right)

\* **Registration for this course at EPFL must be made through [hecbachelor@unil.ch](mailto:hecbachelor@unil.ch)** (deadline will be communicated later).

Some courses may overlap or be limited to a maximum number of students, please check the syllabus.

Students must register to all courses taken (including seminar, course without exam, written work, written or oral exam, ENEP, etc.). This list is subject to changes.

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Introduction to Bargaining and Negotiations	3	2	English	Efferson Charles	Management
Introduction to Financial Statement Analysis and Reporting	3	2	English	Markarian Garen	Management; Economics
*Jeu vidéo et gamification (EPFL)	3	2	French	Krichane S.; Rochat Y.	Management; Economics
Judgment and Decision Making	3	2	English	Hoffrage Ulrich	Management
Lancement et développement de Start-ups : Méthode d'analyse et Expérience Pratique	3	0	French	Darbellay Yves	Management
La ville de demain	6	4	French	Leclerc Fabrice	Management; Economics
Market Design and the Economics of Asymmetric Information	6	4	English	Hakimov Rustamdjan ; Santos Pinto Luis	Economics
Marketing Research	6	4	English	Czellar Sandor	Management
Marketing des Services	3	2	French	Rahmani L.	Management
Monetary theory and policy	6	4	English	Benigno Gianluca	Economics
*Musical theory and creativity (EPFL)	3	2	English	Rohrmeier M.	Management; Economics
Organization and markets	3	2	English	Zanarone Giorgio	Management; Economics
Practical Operation Management	6	4	English	Hameri Ari-Pekka	Management
Principle of finance and exercices / Principes de finance et exercices	6	4	French & English	Rockinger Michael ; Luise Eisfeld	2 <sup>nd</sup> year
Programmation en Python	6	4	French	Huguenin Kevin	Management
Recherche Empirique en Management et en Economie	6	4	French	Cacault M. P.; Zuchuat J.	Management; Economics
Risk Management / Gestion du risque	3	2	French & English	Wagner J.	2 <sup>nd</sup> year
Risk Savvy	3	2	English	Ulrich Hoffrage	Management
*Santé Personnalisée : un défi biomédical et social (EPFL)	3	2	French	Chiapperino L.	Management; Economics
Séminaire: la gestion immobilière en pratique	6	4	French	Progin Barbara	Management
Statistique et économétrie appliquée: introduction	4.5	4	French	Gallea Quentin	2 <sup>nd</sup> year
Statistics and Econometrics II (+ exercices)	6	4	English	Staubli D.; Hüber M.	Economics

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