

HEC Lausanne  
**MSc Management**  
**Orientation : Behaviour, Economics & Evolution (BEE)**  
 Study Plan 2021-2022

Courses	Professors	Semesters				ECTS	Lang	Ev
		1 Aut	2 Spri	3 Aut	4 Spri			
<b>MODULE 1: 30 ECTS including 3 compulsory courses (18 ECTS) + elective courses (12 ECTS)</b>								
<a href="#">Click for course syllabus</a>								
<b>COMPULSORY COURSES</b>								
Quantitative Methods for Management - <i>all orientations</i>	Reboulleau J.					6	E	W
Genes, Populations and Evolution - <i>BEE orientation</i>	Lehmann L.					6	E	W
<b>1 course to be chosen from:</b>								
-Organizational Theory and Decision Making - <i>BEE/SOL orientations</i>	Zehnder C.					6	E	P
-Competitive Strategy - <i>BEE/SOL orientations</i>	Amer Maistriau E.					6	E	W
<b>ELECTIVE COURSES (select 12 ECTS)</b>								
Competitive Strategy - <i>BEE/SOL orientations</i>	Amer Maistriau E.					6	E	W
Organizational Theory and Decision Making - <i>BEE/SOL orientations</i>	Zehnder C.					6	E	W
Data Science in Business Analytics - <i>BA orientation</i>	Vatter T.					6	E	P
Optimization Methods in Management - <i>BA orientation</i>	Oeuvray R.					6	E	W
Marketing Science - <i>MKT orientation</i>	Christen M.					6	E	W
Strategic Marketing - <i>MKT orientation</i>	Christen M. / Rege K.					6	E	P

<b>MODULE 2: 24 ECTS including 1 compulsory course (6 ECTS) + elective courses (18 ECTS)</b>								
<b>COMPULSORY COURSE</b>								
Behavior, Economics and Evolution Lectures Series ( <i>open to other orientations</i> )	Lehmann L./Santos Pinto L.					6	E	P
<b>ELECTIVE COURSES (select 18 ECTS)</b>								
Innovation Law	Junod V.					3	E	W
Negotiations	Efferson C.					6	E	W
Project Management & Outsourcing in a Digital Era	Bienz P.					6	E	P
Social Well Being	Petersen F.					6	E	W
Sustainable Innovation Challenge (EPFL) - <i>limited nb of students</i>	Petty J.					3	E	P
Advanced issues in International and European Tax Law	Danon R.					3	E	W
Entrepreneurship, Innovation and Control Systems	Davila A.					3	E	W
Individual Behavior in the Digital Environment	Schlager T.					6	E	W
La recherche dans tous ses états	Preissmann D.					3	F	P
Normes comptables internationales (IFRS)	Bianchi A.					3	F	W
Any course from the MScM within <b>other</b> orientations (except the company project)								

Courses	Professors	Semesters				ECTS	Lang	Ev
		1 Aut	2 Spri	3 Aut	4 Spri			
<b>MODULE 3: 36 ECTS of BEE orientation elective courses</b>								
<b>SUBSET A: BIOLOGY (select at least 3 ECTS)</b>								
Biological Invasions	Bertelsmeier C.					1.5	E	P
Co-evolution, Mutualism, Parasitism	Sanders I.					1.5	E	P
Introduction to Primate Behaviour, Cognition and Culture	Van de Wall E.					1.5	E	O
Spatial Modelling of Species and Biodiversity	Guisan A.					3	E	P
The Evolution of Cooperation: from Genes to Learning and Culture*	Lehmann L.					3	E	O
Animal Communication and Parasitism	Christe P. / Roulin A.					1.5	E	W
Major Transition in Evolution	Keller L.					1.5	E	P
<b>SUBSET B: MANAGEMENT &amp; ECONOMICS (select at least 6 ECTS)</b>								
Environmental Economics	Di Falco S.					3	E	W
Evidence-Based Management	Dietz J.					6	E	W
Grand Challenges Strategy Project	Haack P.					6	E	P
Group Processes	Krings F.					6	E	W
Managing People: Organizational Design, Change, and Performance	Dietz J.					6	E	P
Neuro Economic	Villa A.					6	F	W
Power and Leadership	Tur B.					6	E	P
Sustainability Strategy Project	Aeschlimann S./Fischer C.					6	E	P
Behavioral Economics	Santos Pinto L.					6	E	P
Business and Society - Corporate Sustainability	Strebel H.					6	E	P
Experimental Methods	Hakimov R.					6	E	P
Heuristic Decision Making Strategies	Marewski J.					6	E	P
Human Behavior and Evolutionary Inference*	Efferson C.					6	E	W
Leadership Development	Bendahan S.					3	E	W
Managerial Decision Making	Hoffrage U.					6	E	P
Strategic Management Control Systems	Davila T./Derchi G.					6	E	W
Unethical Decision Making – Advanced	Hoffrage U./Palazzo G.					3	E	P
Unethical Decision Making – Basics	Hoffrage U./Palazzo G.					3	E	P
*Module 3 restrictions: You must take either <b>The Evolution of Cooperation</b> (L. Lehmann) or <b>Human Behavior and Evolutionary Inference</b> (C. Efferson) course. Students especially interested in the evolutionary foundations of human behavior are encouraged to take both classes.								

<b>MODULE 4: 30 ECTS compulsory</b>								
Orientation's Master Thesis	Choose your supervisor					30	E/F	O-W

<b>Legend:</b>	
<b>Aut 1</b> : Autumn 1st semester; <b>Spri 2</b> : Spring 2nd semester	<b>MKT</b> : Marketing orientation
<b>Aut 3</b> : Autumn 3rd semester ; <b>Spri 4</b> : 4th semester	<b>BEE</b> : Behaviour, Economics
<b>ECTS</b> : Credits	<b>SOL</b> : Strategy, Organization and Leadership orientation
<b>Lang</b> : Teaching language (F: French; E: English)	<b>BA</b> : Business Analytics orientation
<b>Ev</b> : Evaluation type (W: Written; O: Oral; P: Project)	

**Useful information:**

1. Read the [Regulations](#) of this program.
2. This program has 120 credits.
3. Courses in modules 2 and 3 are not final and subject to change.
4. If you want to change orientation, you can do it at the end of the 1st semester, as long as you have completed the 2 courses of the new orientation in module 1.
5. MODULE 3: You need to select at least 3 ECTS in Subset A and at least 6 ECTS in Subset B. Also, you must take either "The Evolution of Cooperation (L. Lehmann)" or "Human Behavior and Evolutionary Inference (C. Efferson)" course. Students especially interested in the evolutionary foundations of human behavior are encouraged to take both classes.
6. Registration for the 3rd and subsequent semester examinations is only allowed if the student has fully met the requirements for obtaining the ECTS credits of module 1 corresponding to the compulsory series of examinations of the first semester.

**Due to the health evolution linked to COVID-19, the study plans may undergo the following adaptations during the semester:**

- possibility to switch from one teaching mode to another (face-to-face <-> distance learning, synchronous <-> asynchronous, switch to co-modal teaching where it was not foreseen at the beginning).
- adaptation of assessment without leading to derogations from the study regulations (oral <-> written, examination <-> validation, individual work <-> group work, practical work <-> theoretical work, in-person assessment <-> online assessment, etc.)
- alternative or shifted modalities for courses, internships, practical work, fieldwork and camps that could not take place or courses that could no longer take place in the form initially planned.

**Students are invited to consult regularly the study plans, syllabi and their email.**