



Haute Ecole de la Province de Liège

HEPL - University College of the Province of Liège

How about
a semester in English
in International Business
in the French speaking
part of Belgium ?



WELCOME

The HEPL University College has more than 9,000 students, and as such is the most important in the French-speaking Community.

Offering a wide range of trainings covering many different fields, our University College aims to offer its students the professional skills that allow them to enter the labour market directly. Thanks to the placements, seminars, visits, continuous education and research projects it develops, the HEPL is regularly in contact with professional partners.

Our teaching staff is fully committed to offering students high-quality education. The HEPL is today recognized as a competent partner, and as such is involved in the economic development of Liège, and more widely, of the whole Walloon region.

Located in the heart of Europe, our University College has been developing, for years now, different partnerships with foreign institutions, allowing it to be fully involved in the European Higher Education Area. Our students can therefore benefit from the whole Bologna Process.

Provincial Deputy
in charge of the Education Department

The HEPL University College offers, across many disciplines, a wide range of short courses (more than 30 Bachelor's level courses) or long courses (7 Master's level courses).

Whatever the field of study, our institution offers training that combines theoretical aspects and practical experience through internships in the workplace and numerous meetings with representatives of the socio-economic sectors. The HEPL has the ambition to immediately project its students into the real framework of their professional future and to provide them, from the first year of study, with effective tools to achieve this, by giving them both transversal skills and advanced skills in their discipline.

While remaining a «school in the city», the HEPL is part of the Bologna Process with the desire to go beyond borders and look to Europe and the world. It has thus long-established varied contacts with other European universities, but also with institutions in South America, Africa and Asia, and it has very fruitful student exchanges with them.

Proud of its reputation as a welcoming institution, accessible to all, our institution is now fully integrated into the new European Higher Education Area.

Head of Institution

SEMESTER IN ENGLISH

How about a semester in English in International Business in the French speaking part of Belgium?

Your wishes:

- develop a solid knowledge in international trade ;
- become an expert in international marketing ;
- understand and master the different aspects of geopolitics ;
- acquire the basics in international insurance ;
- approach exports in a context of international and global strategy ;
- develop your creativity ;
- acquire an inter-cultural training and experience ;
- experience negotiating by practical exercises ;
- experiment with starting up a company ;
- working with a group of international students ;
- meet students from all over the world.

Our offers:

- one semester (from September to mid-January) in English in the second year of a bachelor's degree in foreign trade ;
- a team of professors versed in the « dynamic » teaching methods ;
- courses tied in with the real world ;
- seminars to put into practice the theories learnt ;
- one week of complete integration.



Our courses :

	Courses	Hours	Ects*
Unit 1	International Marketing / Business Creation	105	9
Unit 2	Geopolitics / Cross Cultural Marketing	60	5
Unit 3	Overseas Exports / International Insurance	60	5
Unit 4	Creativity / Seminars	30	3
Unit 5	English	60	4
Unit 6	German or Spanish	45	4
Unit 7	French for foreigners	60	5
Unit 8	Introduction to Chinese or Russian culture and language	30	2
TOTAL		450	37

* European Credits Transfer System (European standard that favours the exchange and pursuit of studies in Europe)

SEMESTER IN ENGLISH

UNIT 1

Business Creation

How to:

- prepare an innovative idea/ product/service ;
- test the practicality of a project from a marketing and financial point of view ;
- write a complete business plan ;
- present a project.

International Marketing

How to:

- integrate marketing concepts into the international context and specially product and pricing strategies ;
- understand structure, functions of the export company and its development on a world wide scale.

UNIT 2

Geopolitics

How to:

- approach the logics of geopolitics and geo-economics in a comparative perspective ;
- discover briefly the main concepts from industrialized democratic countries to former communist bloc countries and to developing countries.

Cross cultural marketing

How to:

- understand that communication depends on its context (high and low, implicit and explicit, personalization, depersonalization, time, religions...);
- communicate within a culture ;
- adapt one's behaviour in different cultures (mental programming, cultural & noncultural factors, sources, customs, and stereotypes) ;
- practice international negotiation..

UNIT 3

Overseas exports

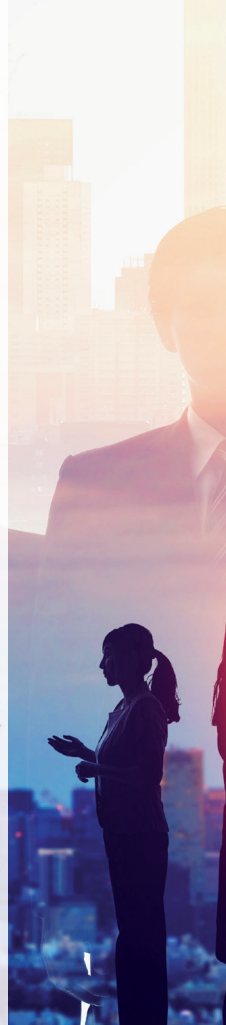
How to:

- start and exploit an export oriented business operating in an international environment based on theoretical and practical methods ;
- organize/use outside information about export and discover existing standards as a tool to collect ;
- discover basic methods to define and use generic and specific tools in export business as well as in the uses of commercial practices in multi-cultural trading.

International Insurance

How to:

- recognize and use appropriately trade-credit insurance technique ;
- understand the role of credit insurance, the role of insurance.





UNIT 4

Creativity

How to:

- help a team, thanks to several techniques ;
- approach a problem or a challenge in an imaginative and innovative way (to think out of the box) ;
- come up with breakthrough ideas.

Seminars

How to:

- stimulate the understanding and on-site knowledge of several aspects of international trade ;
- act as a kind of eye-opener ;
- realize tasks and skills required that can change your perspective ;
- be involved in a “hands-on experience” and to use the proper soft skills

UNIT 5, 6, 7, 8

English

How to:

- practice the language structures at a more advanced level ;
- extend your vocabulary in lexical areas ranging from everyday situations to foreign trade-oriented topics.

German or Spanish

How to:

- acquire knowledge of the language skills developed ;
- learn grammatical structures as well as basic vocabulary.

Russian or Chinese

- To understand the reality of the Russian Federation or the People’s Republic of China (political, economic situation, its links with its historical past ...) ;
- To understand some important cultural aspects ;
- To learn basic vocabulary and be able to have a basic conversation.

French for foreigners

- To propose practical exercises working on the four skills: oral and written comprehension/ expression ;
- To allow the student to get by in Belgium and possibly to follow courses in French ;
- To bring skills to level A1.

CONTACTS FOR THE SEMESTER

UNIVERSITY COLLEGE OF THE PROVINCE OF LIÈGE - HEPL

Head Office / Erasmus House
Quai des Carmes, 45
4101 Jemeppe – Belgium

Website: <http://www.hepl.be>

CENTRAL INTERNATIONAL RELATIONS OFFICE

Quai des Carmes, 45
4101 Jemeppe - Belgium

Morgane LAMOUREUX

Relationship and Strategic Head of International Office
morgane.lamoureux@hepl.be
+32 (0)4 279 55 74

Pauline BACQUELAINE

Administrative and Economic Head of International Office
pauline.bacquelaine@hepl.be
+32 (0)4 279 55 76

This semester takes place at the
« Campus 2000 », located in
« Avenue Montesquieu, 6
4101 Jemeppe-sur-Meuse ».

**International relations manager
for the department of economic and
legal sciences :**

Morgane LAMOUREUX

morgane.lamoureux@hepl.be
+32 (0) 4 279 55 74





THE PROVINCE OF LIÈGE



Castle of Harzé

Land of industrialization and innovation, thousand-year-old Principality, the Province of Liège is a surprisingly contrasted land...

YOU CAN ENJOY :

- its geographical location in the heart of a highly developed transportation network ;
- its preserved natural sites ;
- its monuments and castles dating back from various periods in a long history ;
- its cultural heritage ;
- its numerous sports facilities ;
- its towns, historical and shopping centres and walking routes ;
- its art of living, good food and traditions.



Laetare of Stavelot

Since the curricula offered by the HEI are organized all over the Province of Liège, you will have the opportunity to discover the various treasures of the region.

The Province of Liège is glad to welcome you and to show you how it has become a « land of encounters ».



Palace of the Prince-Bishops of Liège



Liège Airport



Naimette-Xhovémont Sports Complex

OUR INSTITUTION IN A FEW WORDS

THE HEPL UNIVERSITY COLLEGE OF THE PROVINCE OF LIÈGE IS PROUD TO HAVE :

- curricula oriented towards working life
(7 Master Degrees, 34 Bachelor Degrees, 15 Specializations and 23 Continuing Education Trainings);
- more than 9,500 students, among whom almost 12% come from abroad;
- more than 700 employees (teaching, administrative and technical staff);
- more than 400 experts;
- 10 sites located all over the Province of Liège;
- many graduates who have benefited from an exchange programme and a stay abroad (Erasmus+);
- around 170 foreign partner institutions (located in Europe and around the world);
- 7 libraries and documentation centres.
- 1 sports complex (outdoor facilities) and 1 sports hall (indoor sports fields)
- 1 Erasmus house

MASTER AND BACHELOR DEGREES

in the following fields :

AGRONOMY - ENVIRONMENT

CHEMISTRY - BIOTECHNOLOGY

CONSTRUCTION - ENERGY

EDUCATION - PSYCHOLOGY

ELECTROMECHANICS - PRODUCTION MANAGEMENT

ECONOMIC MANAGEMENT - LAW

INFORMATION - COMMUNICATION

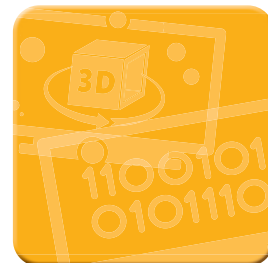
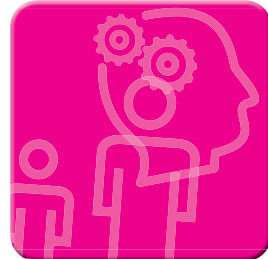
ENGINEERING

MOTRICITY

DIGITAL TECHNOLOGY - COMPUTER SCIENCE

HEALTH

SOCIAL DEPARTEMENT



**SPECIALIZATIONS and CONTINUOUS EDUCATION
TRAININGS** in the following fields :

AGRONOMY - ENVIRONMENT
COMMUNICATION
CONSTRUCTION
COMPUTING - ELECTRONICS
ECONOMIC MANAGEMENT - LAW
EDUCATION
ELECTROMECHANICS - MECHANICS
PARAMEDICAL
SOCIAL



TRAININGS and SPECIALIZATIONS *(Bachelor, Master, Specialization)*

BACHELOR

- ACCOUNTING
- AGRONOMY
- ALTERNATIVE AND RENEWABLE ENERGY
- ASSISTANT IN PSYCHOLOGY
- BUILDING
- BUSINESS INFORMATICS
- CHEMISTRY - BIOCHEMISTRY/BIOTECHNOLOGY
- COMMUNICATION
- COMPUTING AND SYSTEMS - INDUSTRIAL COMPUTING
- COMPUTING AND SYSTEMS - NETWORKS AND TELECOMMUNICATIONS
- DENTAL HYGIENIST
- DIETETICS
- E-BUSINESS
- ELECTRO-MECHANICS - MECHANICS
- GRAPHIC TECHNIQUES - COMPUTER GRAPHICS
- HUMAN RESOURCE MANAGEMENT
- INTERNATIONAL COOPERATION
- INTERNATIONAL BUSINESS
- LAW
- LIBRARIAN – DOCUMENTALIST

- LOGISTICS MANAGEMENT
- LOWER SECONDARY EDUCATION TEACHER TRAINING DEGREE : PHYSICAL EDUCATION
- MARKETING
- MEDICAL IMAGING TECHNOLOGY
- MEDICAL LABORATORY TECHNOLOGIST
- MIDWIFE
- MULTIMEDIA WRITING
- NURSES RESPONSIBLE FOR GENERAL CARE
- OCCUPATIONAL THERAPY
- ORTHOPTICS
- PSYCHOMOTILITY
- SOCIAL WORKER
- SPEECH THERAPY
- SPORTS COACHING
- YOUTH WORKER SPECIALISED IN PSYCHO-EDUCATIONAL COUNSELLING

MASTER

- CONFLICTS PREVENTION AND MANAGEMENT ENGINEERING
- FACILITY MANAGEMENT
- INDUSTRIAL ENGINEERING

- IT SYSTEMS ARCHITECTURE
- PHYSIOTHERAPY
- PRODUCTION MANAGEMENT
- PUBLIC MANAGEMENT
- SOCIAL ENGINEERING AND ACTION

SPECIALISED BACHELOR

- COMMUNITY HEALTH
- EDUCATION AND REHABILITATION OF THE SENSORY IMPAIRED
- GERIATRICS AND PSYCHO-GERIATRICS
- INTENSIVE CARE AND EMERGENCY MEDICAL AID
- MEDIATION
- MENTAL HEALTH AND PSYCHIATRY
- ONCOLOGY
- PAEDIATRICS AND NEONATOLOGY
- PERIOPERATIVE CARE
- PHYSICAL PREPARATION AND TRAINING
- PSYCHOMOTILITY
- RADIOTHERAPY
- RETAIL MANAGEMENT
- SPORTS NUTRITION



FACILITIES

The HEPL University College offers a successful integration to students from foreign partner institutions. Not only do they enjoy all services provided to our students (in terms of accommodation, catering, ...) but they also benefit from personalized services like an intensive training in French for foreigners.

The HEPL always welcomes with great pleasure teachers from foreign partner institutions. Whether organized in the frame of a tutorial or integrated in lecture cycles, all the themes tackled show the expertise of the guest speakers and are an invaluable asset to our students.

ERASMUS+

Argentina - Belgium - Brazil - Bulgaria - Canada - Chile - China - Croatia - Cyprus - Czech Republic - Denmark - Finland - France - Germany - Greece - Hungary - India - Indonesia - Italy - Japan - Lithuania - Macedonia - Malaysia - Mexico - Morocco - Netherlands - Norway - Peru - Poland - Portugal - Romania - Russia - Singapore - Slovakia - Slovenia - Spain - Sweden - Switzerland - Taiwan - Turkey - Uzbekistan - Ukraine

EXAMPLES OF TUTORIALS GIVEN ABROAD BY TEACHERS FROM THE HEPL UNIVERSITY COLLEGE

- Cross cultural marketing
- Process control : direct design of digital controllers
- Biological purification of urban waters
- Use of new genetic engineering techniques in the agroalimentary analysis methods
- Heritage Management Administration in Belgium - Study of building pathologies and real cases
- Primary nurse care - Support to humanitarian projects
- Historical development and contemporary architecture of microprocessors and micro controllers



ERAMUS HOUSE

The HEPL has a building (renovated in 2017) comprised of 35 rooms (including one equipped for a Person with Reduced Mobility) to accommodate Erasmus students. A supervisor is present, on the spot, during the day.

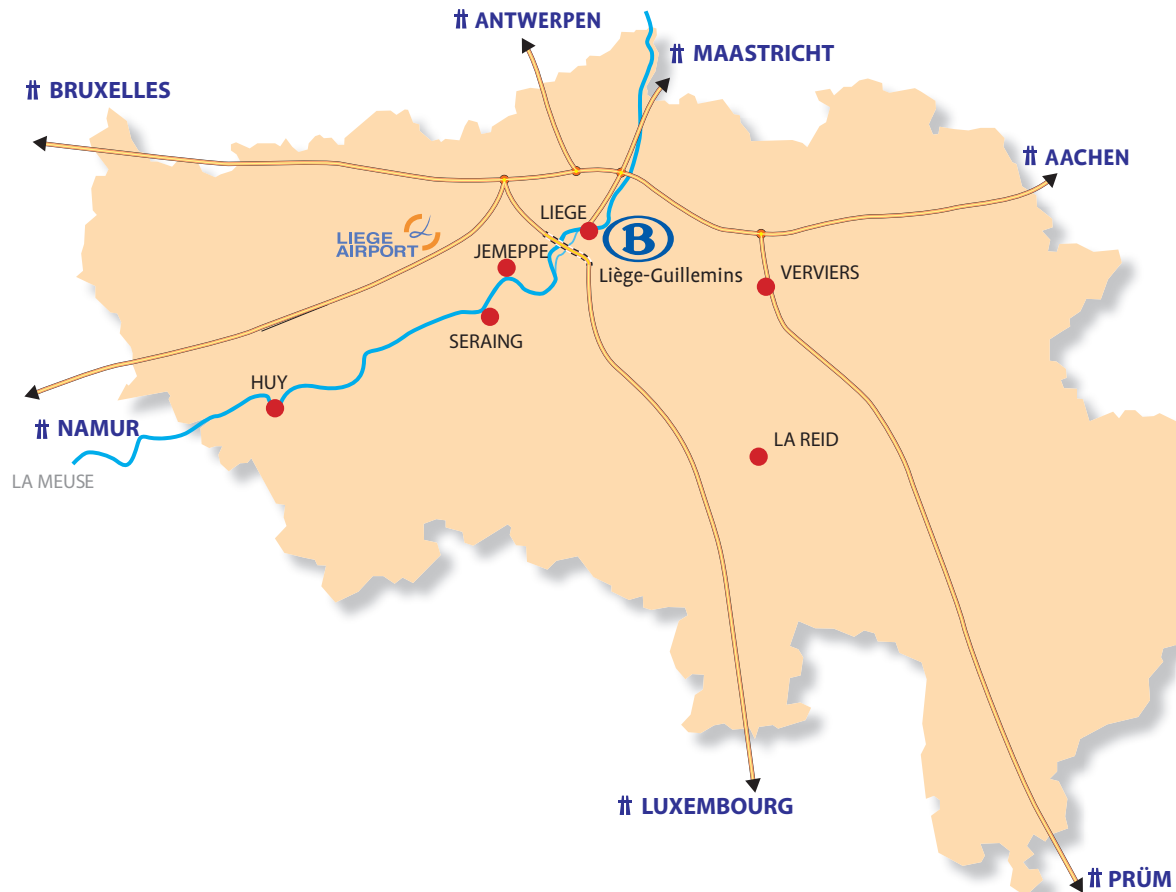
A STUDENT'S VIEW

I would certainly recommend the University College of the Province of Liège to other international students : tutorials are oriented towards working life and I like it. Moreover, Liège has a central location in Europe, which enables students to travel a lot and meet other cultures.

Antonio Filipe Alves Pinto

Erasmus student in Communication (Portugal)

MAP



CONTACTS

HEPL - UNIVERSITY COLLEGE OF THE PROVINCE OF LIÈGE

Head of Institution
Annick LAPIERRE

Head Office :
Quai des Carmes, 45
4101 JEMEPPE (Seraing)
BELGIUM

Tel. : +32 (0)4 279 54 99

E-mail : hepl@provincedeliege.be

Website : www.hepl.be



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Head Office :

Quai des Carmes, 45 - 4101 JEMEPPE (Seraing) - BELGIUM

