

**INSTITUT PROVINCIAL D'ENSEIGNEMENT SUPERIEUR DE PROMOTION SOCIALE DE SERAING**  
**Bachelier en Marketing - Seraing - 2023 -2024**

| HORAIRE<br>Version du<br>15/8/23              | INSTITUT PROVINCIAL D'ENSEIGNEMENT SUPERIEUR DE PROMOTION SOCIALE DE SERAING |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
|-----------------------------------------------|------------------------------------------------------------------------------|-----|------|------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|-------|-----|------|------|------|------|-----|------|------|------|-----|------|------|------|-----|------|------|------|------|------|------|------|------|-----|------|------|------|-----|-----|-----|-----|-----|-----|-----|--|
| Bachelier en Marketing - Seraing - 2023 -2024 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Lundi                                         | 28/8                                                                         | 4/9 | 11/9 | 18/9 | 25/9 | 2/10 | 9/10  | 16/10 | 23/10 | 30/10 | 6/11  | 13/11 | 20/11 | 27/11 | 4/12 | 11/12 | 18/12 | 25/12 | 1/1 | 8/1  | 15/1 | 22/1 | 29/1 | 5/2 | 12/2 | 19/2 | 26/2 | 4/3 | 11/3 | 18/3 | 25/3 | 1/4 | 8/4  | 15/4 | 22/4 | 29/4 | 6/5  | 13/5 | 20/5 | 27/5 | 3/6 | 10/6 | 17/6 | 24/6 | 1/7 |     |     |     |     |     |     |  |
| Vendredi                                      | 1/9                                                                          | 8/9 | 15/9 | 22/9 | 29/9 | 6/10 | 13/10 | 20/10 | 27/10 | 3/11  | 10/11 | 17/11 | 24/11 | 1/12  | 8/12 | 15/12 | 22/12 | 29/12 | 5/1 | 12/1 | 19/1 | 26/1 | 2/2  | 9/2 | 16/2 | 23/2 | 1/3  | 8/3 | 15/3 | 22/3 | 29/3 | 5/4 | 12/4 | 19/4 | 26/4 | 3/5  | 10/5 | 17/5 | 24/5 | 31/5 | 7/6 | 14/6 | 21/6 | 28/6 | 5/7 |     |     |     |     |     |     |  |
| <b>Bloc 1</b>                                 | 1                                                                            | 2   | 3    | 4    | 5    | 6    | 7     | 8     |       |       | 9     | 10    | 11    | 12    | 13   | 14    | 15    |       |     | 16   | 17   | 18   | 19   | 20  | 21   | 22   |      |     | 23   | 24   | 25   | 26  | 27   | 28   | 29   |      |      | 30   | 31   | 32   | 33  | 34   | 35   | 36   | 37  |     |     |     |     |     |     |  |
| Lundi soir                                    |                                                                              |     | 761  | 761  | 761  | 761  | 761   | 761   |       |       | 761   | 761   | 761   | 761   | 761  | 761   | 761   |       |     | 761  | 761  | 761  | 761  | 761 | 761  |      |      |     |      |      |      |     |      |      |      |      |      | 791  | 791  |      |     | 791  | 791  | 791  | 791 | 791 | 791 |     |     |     |     |  |
| Mardi soir                                    |                                                                              |     | 930  | 930  | 930  | 930  | 930   | 930   |       |       | 930   | 930   | 930   | 930   | 930  | 930   | 930   |       |     | 932  | 932  | 932  | 932  | 932 |      |      |      |     | 932  | 932  | 932  | 932 | 932  | 932  | 932  |      |      |      |      |      |     | 791  | 791  | 791  | 791 |     |     |     |     |     |     |  |
| Mercredi soir                                 |                                                                              |     | 745  | 745  | 745  | 745  |       |       |       |       | 745   | 745   | 745   | 745   | 741  | 741   | 741   |       |     | 741  | 741  | 741  | 741  | 741 | 741  |      |      |     |      | 931  | 931  | 931 | 931  | 931  | 931  | 931  |      |      |      |      |     |      | 931  | 931  | 931 | 931 |     |     |     |     |     |  |
| Jeudi soir                                    |                                                                              |     | 534  | 534  | 534  | 534  | 534   | 534   | 534   |       |       | 534   | 534   | 534   | 534  | 534   | 534   |       |     | 534  | 534  | 534  | 534  | 534 | 923  |      |      |     |      | 923  | 923  | 923 | 923  | 923  | 923  | 923  |      |      |      |      |     |      |      | 923  | 923 | 923 | 923 | 923 | 923 |     |     |  |
| Vendredi soir                                 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| <b>Bloc 2</b>                                 | 1                                                                            | 2   | 3    | 4    | 5    | 6    | 7     | 8     |       |       | 9     | 10    | 11    | 12    | 13   | 14    | 15    |       |     | 16   | 17   | 18   | 19   | 20  | 21   | 22   |      |     | 23   | 24   | 25   | 26  | 27   | 28   | 29   |      |      | 30   | 31   | 32   | 33  | 34   | 35   | 36   | 37  |     |     |     |     |     |     |  |
| Lundi soir                                    |                                                                              |     | 684  | 684  | 684  | 684  | 684   | 933   |       |       | 933   | 933   | 933   | 933   | 933  | 933   | 933   |       |     | 933  | 933  | 934  | 934  | 934 | 934  |      |      |     |      | 934  | 934  | 934 | 934  | 791  | 791  |      |      |      |      | 791  | 791 | 791  | 791  | 791  | 791 | 791 |     |     |     |     |     |  |
| Mardi soir                                    |                                                                              |     | 873  | 873  | 873  | 873  | 873   | 873   |       |       | 873   | 873   | 873   | 873   | 873  | 873   | 873   |       |     | 873  | 873  | 873  | 873  | 873 |      |      |      |     | 678  | 678  | 678  | 678 | 678  | 678  | 678  |      |      |      |      |      |     | 678  | 678  | 678  | 791 | 791 | 791 | 791 |     |     |     |  |
| Mercredi soir                                 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       | 741  | 741   | 741   |       |     | 741  | 741  | 741  | 741  | 741 | 741  |      |      |     |      | 931  | 931  | 931 | 931  | 931  | 931  | 931  |      |      |      |      |     |      | 931  | 931  | 931 | 931 | 931 | 931 |     |     |     |  |
| Jeudi soir                                    |                                                                              |     |      |      |      |      | 678   | 678   |       |       | 678   | 678   | 678   | 678   | 678  | 678   | 678   | 678   |     |      | 678  | 678  | 678  | 678 | 678  | 921  |      |     |      | 921  | 921  | 921 | 921  | 921  | 921  | 921  |      |      |      |      |     |      |      | 921  | 921 | 921 | 921 | 921 | 921 |     |     |  |
| Vendredi soir                                 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| <b>Bloc 3</b>                                 | 1                                                                            | 2   | 3    | 4    | 5    | 6    | 7     | 8     |       |       | 9     | 10    | 11    | 12    | 13   | 14    | 15    |       |     | 16   | 17   | 18   | 19   | 20  | 21   | 22   |      |     | 23   | 24   | 25   | 26  | 27   | 28   | 29   |      |      | 30   | 31   | 32   | 33  | 34   | 35   | 36   | 37  |     |     |     |     |     |     |  |
| Lundi soir                                    |                                                                              |     | 684  | 684  | 684  | 684  | 684   | 933   |       |       | 933   | 933   | 933   | 933   | 933  | 933   | 933   |       |     | 933  | 933  | 934  | 934  | 934 | 934  |      |      |     |      | 934  | 934  | 934 | 934  |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Mardi soir                                    |                                                                              |     | 874  | 874  | 874  | 874  | 874   | 874   |       |       | 874   | 874   | 874   | 874   | 874  | 874   | 874   |       |     | 874  | 874  | 874  | 874  | 874 |      |      |      |     | 678  | 678  | 678  | 678 | 678  | 678  | 678  |      |      |      |      |      |     |      |      |      |     | 678 | 678 | 678 |     |     |     |  |
| Mercredi soir                                 |                                                                              |     | 548  | 548  | 548  |      | 548   | 548   |       |       | 548   | 548   | 548   | 548   | 548  | 548   | 548   |       |     | 548  | 548  | 548  |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Jeudi soir                                    |                                                                              |     |      |      |      |      | 678   | 678   |       |       | 678   | 678   | 678   | 678   | 678  | 678   | 678   |       |     | 678  | 678  | 678  | 678  | 678 | 921  |      |      |     |      | 921  | 921  | 921 | 921  | 921  | 921  | 921  |      |      |      |      |     |      |      |      |     | 921 | 921 | 921 | 921 | 921 | 921 |  |
| Vendredi soir                                 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| <b>Bloc 4</b>                                 | 1                                                                            | 2   | 3    | 4    | 5    | 6    | 7     | 8     |       |       | 9     | 10    | 11    | 12    | 13   | 14    | 15    |       |     | 16   | 17   | 18   | 19   | 20  | 21   | 22   |      |     | 23   | 24   | 25   | 26  | 27   | 28   | 29   |      |      | 30   | 31   | 32   | 33  | 34   | 35   | 36   | 37  |     |     |     |     |     |     |  |
| Lundi soir                                    |                                                                              |     | 679  | 679  | 679  | 679  | 679   | 679   |       |       | 679   | 679   | 679   | 679   | 679  | 679   | 679   |       |     | 679  | 679  | 679  | 679  | 679 |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Mardi soir                                    |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Mercredi soir                                 |                                                                              |     | 548  | 548  | 548  |      | 548   | 548   |       |       | 548   | 548   | 548   | 548   | 548  | 548   | 548   |       |     | 548  | 548  | 548  |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Jeudi soir                                    |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |
| Vendredi soir                                 |                                                                              |     |      |      |      |      |       |       |       |       |       |       |       |       |      |       |       |       |     |      |      |      |      |     |      |      |      |     |      |      |      |     |      |      |      |      |      |      |      |      |     |      |      |      |     |     |     |     |     |     |     |  |

J. Pirick 534  
E. Rahier 921

A. Motch 930 932 684 933 934 678  
D. Banneux 791

V. Paris 931  
P-L. Dhaeyer 548

X 678  
N. Baali 679 923 745

C. Lombet 661 874  
E. Dohmen 873

J. Dewalque 741

| Version du<br>15/8/23     |                             | Bachelier en Marketing D3 - Seraing - 2023-2024 |                                                                  |        |                           |               |       |
|---------------------------|-----------------------------|-------------------------------------------------|------------------------------------------------------------------|--------|---------------------------|---------------|-------|
| Organigramme Marketing D3 |                             |                                                 | D8ter MARKETING D3                                               |        | Tableau de concordance D3 |               |       |
| N°adm                     | Dos.Ped                     | Bloc                                            | Intitulé du cours                                                | Pér    | ECTS                      | Prof          | Local |
| 534                       | <a href="#">714104U32D1</a> | 1/D3                                            | Principe de base du marketing                                    | 80     | 7                         | J. Pirick     | 213   |
| 923/N674                  | <a href="#">714106U32D3</a> | 1/D3                                            | Marketing opérationnel                                           | 60     | 5                         | N. Baali      | 117   |
| 930/N681                  | <a href="#">714114U32D2</a> | 1/D3                                            | Typologie des consommateurs                                      | 50     | 4                         | A. Motch      | 103   |
| 932/N682B                 | <a href="#">714705U32D1</a> | 1/D3                                            | Techniques de vente et négociation                               | 50     | 4                         | A. Motch      | 103   |
| 745                       | <a href="#">718211U32D2</a> | 1/D3                                            | Organisation des entreprises et éléments de management           | 40     | 4                         | N. Baali      | 217   |
| 761                       | <a href="#">730293U32D2</a> | 1/D3                                            | Anglais UE3                                                      | 80     | 7                         | C. Lombet     | 107   |
| 791/N756                  | <a href="#">754510U32D1</a> | 1/D3                                            | Informatique : Tableur                                           | 50     | 4                         | D. Banneux    | 210   |
|                           |                             | 2/D3                                            |                                                                  |        |                           |               |       |
| 741                       | <a href="#">013203U32D2</a> | 1/D3                                            | Eléments de statistique                                          | 30     | 2                         | L. Dewalque   | 210   |
|                           |                             | 2/D3                                            |                                                                  |        |                           |               |       |
| 931/N682A                 | <a href="#">714621U32D1</a> | 1/D3                                            | Gestion de la relation client                                    | 50     | 4                         | V. Paris      | 210   |
|                           |                             | 2/D3                                            |                                                                  |        |                           |               |       |
| 677                       | <a href="#">714003U32D1</a> | 2/D3                                            | Séminaire                                                        | 20     | 1                         | N. Baali      | x     |
| 796                       | <a href="#">209001U31D1</a> | 2/D3                                            | Stage d'insertion professionnelle                                | 120/40 | 3                         | A. Motch      | x     |
| 873/N552                  | <a href="#">730294U32D2</a> | 2/D3                                            | Anglais UE4                                                      | 80     | 7                         | E. Dohmen     | 108   |
| 921/N568                  | <a href="#">713304U32D2</a> | 2/D3                                            | Eléments de législation appliqués au commerce                    | 60     | 5                         | E. Rahier     | 102   |
|                           |                             | 3/D3                                            |                                                                  |        |                           |               |       |
| 678                       | <a href="#">714606U32D1</a> | 2/D3                                            | Stratégie de communication marketing                             | 100    | 8                         | A. Motch<br>X | 103   |
|                           |                             | 3/D3                                            |                                                                  |        |                           |               | 102   |
| 684                       | <a href="#">714004U32D1</a> | 2/D3                                            | Techniques de créativité                                         | 20     | 1                         | A. Motch      | 103   |
|                           |                             | 3/D3                                            |                                                                  |        |                           |               |       |
| 933/N685                  | <a href="#">714005U32D2</a> | 2/D3                                            | Business model                                                   | 40     | 4                         | A. Motch      | 103   |
|                           |                             | 3/D3                                            |                                                                  |        |                           |               |       |
| 934/N686                  | <a href="#">714006U32D2</a> | 2/D3                                            | Laboratoire : Plan stratégique et opérationnel                   | 40     | 4                         | A. Motch      | 102   |
|                           |                             | 3/D3                                            |                                                                  |        |                           |               |       |
| 687                       | <a href="#">714102U32D2</a> | 3/D2                                            | Stage d'intégration                                              | 120/20 | 5                         | N. Baali      | X     |
| 874/N553                  | <a href="#">730295U32D2</a> | 3/D2                                            | Anglais UE5                                                      | 80     | 7                         | C. Lombet     | 104   |
| 548                       | <a href="#">714108U32D1</a> | 3/D2                                            | Marketing international et exportation                           | 60     | 5                         | P-L. Dhaeyer  | 117   |
|                           |                             | 4/D2                                            |                                                                  |        |                           |               |       |
| 679                       | <a href="#">714107U32D2</a> | 4/D2                                            | Marketing stratégique                                            | 80     | 8                         | N. Baali      | 210   |
| 688                       | <a href="#">714103U32D2</a> | 4/D2                                            | Activités professionnelles de formation : Bachelier en Marketing | 120/20 | 8                         | N. Baali      | x     |
| 689                       | <a href="#">714100U32D2</a> | 4/D2                                            | Epreuve intégrée                                                 | 160/0  | 20                        | A. Motch      | x     |
| 922/N537                  | Plan accomp.                |                                                 | Personne de référence                                            | PACC   |                           | A. Motch 20   | x     |
| 922/N537                  |                             |                                                 | EPT-cess-qual                                                    |        |                           | A. Motch      | X     |
| 733                       |                             |                                                 | Cqual                                                            |        |                           | A. Motch      | X     |