



International Business Management

Master in International Business Engineering (MI BE)



Programme overview and Intended Learning Outcomes

The Master in International Business Engineering has been specifically designed for students who wish to acquire a dual competence in international sales or purchase. It is a two-year degree, entirely taught in English, aimed at international and French graduates that come mainly from a scientific background (bachelor degree in Sciences, Technology, Engineering, for instance) and that do not necessarily have experience in management or business.

The main objective of this programme is to provide students with professional management skills supported by a global perspective, and prepare them to thrive in the global labor market.

The Intended Learning Outcomes (ILOs) for the Master's degree in International Business Engineering are divided into six categories:

- ▶ Knowledge: Upon completion of the programme, students will demonstrate understanding of the accurate tools to develop and manage an international business.
- ▶ Skills, including interpersonal skills: Students will be able to solve problems and to critically analyze them. They will also be able to demonstrate effective oral and written communication skills and decision-making skills.
- ▶ Attitudes: Students will be able to work as part of a team and carry out group projects.
- ▶ International perspective: Students will understand the specified discipline from a global perspective.
- ▶ Understanding of the business world: Students will be able to understand business practices and related concepts and be able to integrate this functional knowledge in order to address business problems.
- ▶ Awareness of the broader trends in society (e.g. social responsibility): Students will be able to demonstrate awareness of ethical and social responsibility issues.

International Learning Experience

The internationalization of teaching and the learning environment at IAE Montpellier may take many forms. The course incorporates a mix of students from all over the world. This is the best way to use and improve a language. It is mandatory for students to spend the third semester in one of our partner universities, and the final internship must be completed abroad as well.

Corporate Learning Experience

Business executives are involved in teaching activities of the Master in International Business Engineering. This enables our students to benefit from strong links with the business world. The programme includes two mandatory internships in international environments.



IAE Montpellier has been awarded EPAS accreditation by EFMD (the European Foundation for Management Development) for a period of 3 years. Such accreditation confirms the high quality of the academic level of the programme, its compliance with the international standards of management training and its relevance from the point of view of employers and labor market.





Entry Requirements and Student Profile

All applicants to the Master's degree in International Business Engineering must provide evidence that they earned 180 ECTS credits at the time of submitting their application. Admission requirements for the programme rely first in applicants' academic performance and exam results. The second element taken into consideration is international working experience (or time spent abroad) and English language proficiency. Any applicant whose first language is not English must certify proficiency in English by submitting one of the following certificates: TOEFL (min. 80), TOEIC (min. 750) or IELTS (min. 6). The third element taken into account is the applicant's professional plan and motivation.



Organization of Teaching

Semester 1		30 ECTS	Semester 2		30 ECTS
Unit 1	Organizational economics	5 ECTS 36 h	Unit 1	Foreign Language	5 ECTS 36 h
Unit 2	Accounting Information System	5 ECTS 36 h	Unit 2	Negotiation and Communication in Business	5 ECTS 36 h
Unit 3	Marketing	5 ECTS 36 h	Unit 3	International Finance and Law	5 ECTS 36 h
Unit 4	Business Computing	5 ECTS 36 h	Unit 4	Supply Chain & Logistics	5 ECTS 36 h
Unit 5	Finance & Entrepreneurship	5 ECTS 36 h	Unit 5	International Entrepreneurship & Professional Experience	5 ECTS 36 h + internship
Unit 6	Human Resources Management & CSR	5 ECTS 36 h	Unit 6	International Sales or International Purchasing	5 ECTS 36 h
Unit 7	Professional Integration	optional 6h	Unit 7	Applied Methodology of Research	5 ECTS 36 h
Semester 3 - abroad		30 ECTS	Semester 4 - abroad		30 ECTS
Units obtained in a foreign university			Unit 1	Methodology & Internship	30 ECTS – 18h + Thesis & Internship



Further Studies

Students have the opportunity to continue their studies with a doctorate in Management Sciences.



Career opportunities

Some of the potential career opportunities include: International industrial purchaser, International sales engineer, Marketing project manager, Marketing assistant, B to B seller, Business analyst, Transnational contracts negotiator, Account manager.



Contacts

Heads of the programme

Master 2
Gilles Séré de Lanauze, Ph.D.
Full professor

gilles.sere-de-lanauze@umontpellier.fr

Administrative officer

Master 1 & 2
Ms. Marie-Jeanne Hayward
marie-jeanne.hayward@umontpellier.fr
Tel: (+33)4 67 14 49 59

