

Master in International Business (1st year)

The Master in International Business is a two-year program which is entirely taught in English. It has been specifically designed for students who wish to acquire a dual competence in international business. The first year enables students to acquire knowledge and skills in core business and management disciplines (semester 1) taking an international focus (semester 2). The curriculum includes one semester of common-core courses, such as marketing, human resources management and finance. The second semester is devoted to courses that enable students to delve into one of two specific areas of business: international sales or purchase.



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 highest academic

level of the program, its compliance with the international standards of management training and its relevance from the point of view of employers and labor market.

International learning experience

Internationalization of the teaching and 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.

Entry level

Access to the program is open to graduates holding a three-year degree or a foreign equivalent worth 180 ECTS credits.

Corporate learning experience

Business executives are involved in teaching the Master in International Business program. This ensures our students benefit from strong links with the business world. During the first year, students undertake a practical in-company project that focuses on a real world situation (1 month minimum) and a compulsory internship (3 months minimum).

Intended learning outcomes*

The main objective of this program is to equip students with business and management skills supported by a global perspective.

Knowledge

Upon completion of the program, students will demonstrate understanding of the accurate tools to develop and manage an international business.

Interpersonal skills

Students will be able to solve problems and to critically analyze. Students 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 a group project.

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 (eg social responsibility)

Students will be able to demonstrate awareness of ethical and social responsibility issues.

* All intended learning outcomes are described in the Master's syllabus.

Entry requirements

All applicants to the first year of the program must provide evidence that they earned 180 ECTS credits at the time of submitting their application. Entry requirements for the program are first about academic qualities and exam results.

The second element taken into consideration is international working experience (or time spent abroad) and English proficiency. Any applicant whose first language is not English must certify proficiency in English when applying to IAE Montpellier. Such applicants must submit scores received on the Test of English as a Foreign Language (TOEFL) or the Test of English for International Communication (TOEIC) as part of their applications.

The IELTS test of English is also accepted.

A TOEFL score of at least 80 or a TOEIC score of at least 750 are the minimum required for applicants to the program. The minimum score required for IELTS test is 5.

The third element taken into account is the applicant's professional plan and motivation. account is the applicant's professional plan and motivation.

Organization of teaching

First year	Content
From September to December (8 weeks)	Core modules at IAE Montpellier
From October to March	In-company project (one month overall)
From January to April	Specialization modules at IAE Montpellier
From April to September	Three months minimum internship

Career opportunities

International sales engineer, International purchaser, Marketing project manager, B to B seller, Marketing assistant, Transnational contracts negotiator, Account manager, International human resources manager, Project managers or Phd studies...

First year program

Semester 1 - Common Core			Semester 2 - Common Core		
Unit 1	Organizational Economics	5 ECTS - 36 h	Unit 7	Foreign Language	5 ECTS - 36 h
	Course 1 : Organisational Theory			Course 1 : Business English	
	Course 2 : Theory of the Firm			Course 2 : Spanish or German	
Unit 2	Accounting Information System	5 ECTS - 36 h	Unit 8	Negotiation and Communication in Business	5 ECTS - 36 h
	Course 1 : General Accounting			Course 1 : Negotiation and Sales	
	Course 2 : International Cost Accounting			Course 2 : Communication	
Unit 3	Marketing	5 ECTS - 36 h	Unit 9	International Market Strategy	5 ECTS - 36 h
	Course 1 : Strategic Marketing			Course 1 : Export Strategy	
	Course 2 : Marketing Studies			Course 2 : B to B marketing	
Unit 4	Business Computing	5 ECTS - 36 h	Unit 10	International Finance and Law	5 ECTS - 36 h
	Course 1 : Information Systems			Course 1 : International Law	
	Course 2 : Simulation			Course 2 : International Finance	
Unit 5	Finance	5 ECTS - 36 h	Unit 11	Supply Chain and Logistics	5 ECTS - 36 h
	Course 1 : Entrepreneurial Finance			Course 1 : International Logistics	
	Course 2 : Introduction to Finance			Course 2 : Purchasing	
Unit 6	Human Resources Management	5 ECTS - 36 h	Unit 12	Applied Methodology of Research / Internship	5 ECTS - 36 h
	Course 1 : Human Resources Management				
	Course 2 : International Human Resources				

Contacts

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