

Master in International Business (2nd year)

Elective 1 : International Sales

Elective 2 : International Purchase

The Master in International Business is a full-time degree (2nd year), entirely taught in English aimed at international and French graduates. It has been specifically designed for students who wish to acquire a dual competence in international sales or sourcing. The curriculum includes one compulsory semester in one of our partner universities (Semester 1) and courses in English at IAE Montpellier (Semester 2). The second semester is devoted to courses that enable students to delve into one of two specific areas of business: International Sales and Purchase. The Master also comprises a compulsory internship of 5 months minimum abroad, to facilitate students' entry into the professional world.

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. It is mandatory for students to spend one semester in one of our partner universities during the first semester.

Entry level

Access to the program is open to graduates holding a four-year degree or a foreign equivalent worth 240 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. Through a combination of case studies, lectures and group work, this program prepares students to deal with the multitude of issues that firms must address. The final year internship is an assessed and compulsory part of the course.

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 second year of the program must provide evidence that they earned 240 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.

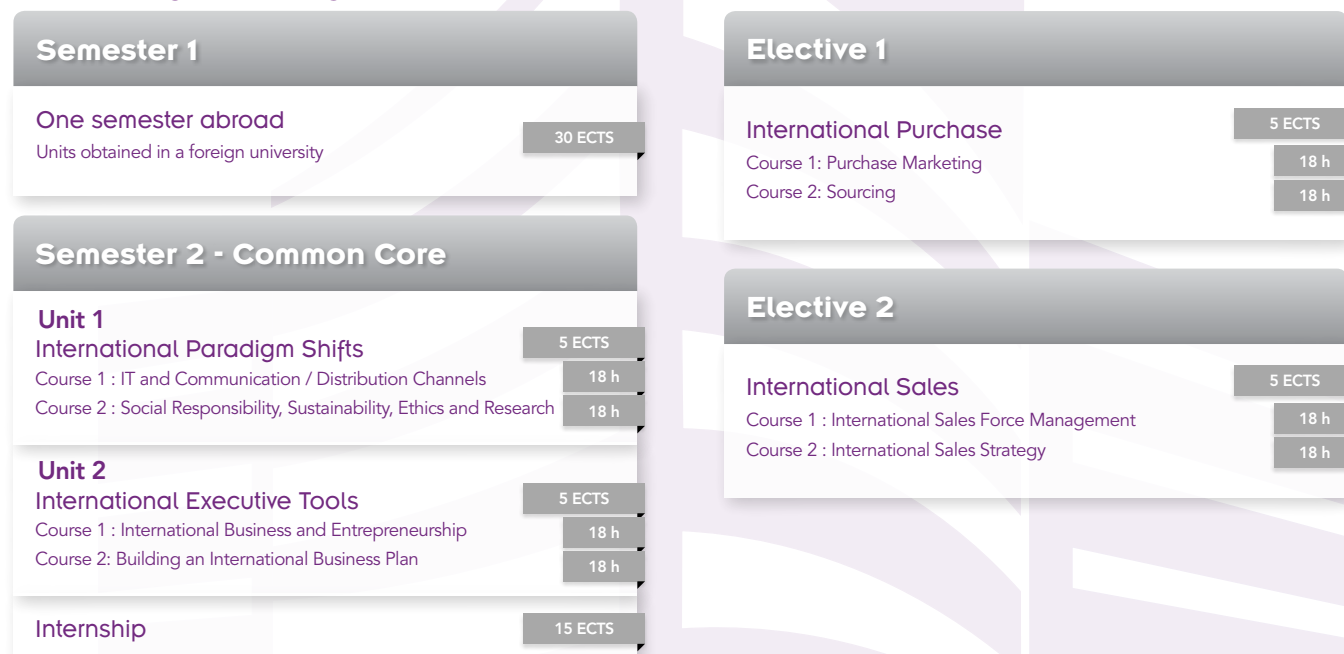
Organization of teaching

Second year	Content
From mid-August to January	One semester in a foreign university
From February to end of March	Specialization modules at IAE Montpellier
From April to end of September	Five to six months internship

Career opportunities

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

Second year program



Contacts

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