

# International Business Management

## Parcours : Master in International Business Engineering (MIBE)

Formation Initiale | Formation Continue - Parcours Master 1 et 2

### 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:

- ◆ I.L.O n°1: Understanding theoretical and conceptual knowledge
- ◆ I.L.O n°2: Applying international business tools and knowledge appropriately to specific market
- ◆ I.L.O n°3: Research and analyse diverse information to address the right question and propose original solutions
- ◆ I.L.O n°4: Effective international communication and negotiation skills especially for selling and purchasing
- ◆ I.L.O n°5: Potential leader and work successfully in a multicultural team
- ◆ I.L.O n°6: Responsible Manager

### Skills and competences

MIBE is focused on preparing students for a range of management roles in international business and provides an appropriate balance of knowledge, skills and competencies as well as opportunities for the development of personal attributes relevant to roles in international business management. Students will experience one year abroad for both professional and academic proficiency. It is expected that graduates will go on to careers in purchasing and sales with multinational companies and SMEs as well as entering management development programmes with companies operating in a global context. The graduates will also acquire skills for development of independent learning, social responsibility, personal responsibility, and initiative as well as team-work and cross-cultural communication skills.

### 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 program 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.

This year applications will be made on the eCandidat platform.



## Organization of Teaching

M1 - Semestre impair		30 ECTS
UE1	ORGANIZATIONAL ECONOMICS	5 ECTS 36 h
UE2	ACCOUNTING INFORMATION SYSTEMS	5 ECTS 36 h
UE3	MARKETING	5 ECTS 36 h
UE4	BUSINESS COMPUTING	5 ECTS 36 h
UE5	FINANCE AND ENTREPRENEURSHIP	5 ECTS 36 h
UE6	HUMAN RESOURCES MANAGEMENT AND CSR	5 ECTS 36 h
UE7	CV WRITING SESSION	6 h TD
	JOB INTERVIEW WORKSHOP	

M1 - Semestre pair		30 ECTS
UE1	NEGOTIATION AND COMMUNICATION IN BUSINESS	5 ECTS 36 h
UE2	INTERNATIONAL FINANCE AND LAW	5 ECTS 36 h
UE3	SUPPLY CHAIN AND LOGISTICS	5 ECTS 36 h
UE4	INTERNATIONAL ENTREPRENEURSHIP	5 ECTS 36 h
UE5	APPLIED METHODOLOGY OF RESEARCH & PROFESSIONAL EXPERIENCE	2 ECTS 18 h
UE6	INTERNATIONAL PURCHASING - UE ELECTIVE 1	5 ECTS 36 h
	INTERNATIONAL SALES - UE ELECTIVE 2	
UE7	FOREIGN LANGUAGE - ELECTIVE : SPANISH -GERMAN-FRENCH	3 ECTS 30 h

M2 - Semester impair		30 ECTS
UE1	INNOVATION MANAGEMENT	5 ECTS 36 h
UE2	BUSINESS INTELLIGENCE	5 ECTS 36 h
UE3	SUSTAINABLE GLOBALIZATION	5 ECTS 36 h
UE4	INTERNATIONAL SALES / PURCHASING	5 ECTS 36 h
UE5	INTERNATIONAL ECONOMICS AND POLITICS	5 ECTS 36 h
UE6	FOREIGN LANGUAGE AND CULTURE	5 ECTS 36 h

M2 - Semester pair		30 ECTS
UE1	APPLIED METHODOLOGY ON RESEARCH	3 ECTS 18 h
UE2	LITERATURE REVIEW	5 ECTS
UE3	MASTER THESIS	20 ECTS
UE4	INTERNSHIP	2 ECTS



## Career opportunities

- International industrial purchaser
- International sales engineer
- Marketing project manager
- Marketing assistant
- B to B seller
- Business analyst
- Transnational contracts negotiator
- Account manager.



## Associations IAE



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