Master in International Business (2nd year)

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.

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.

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.
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

<table>
<thead>
<tr>
<th>Second year</th>
<th>Content</th>
</tr>
</thead>
<tbody>
<tr>
<td>From mid-August to January</td>
<td>One semester in a foreign university</td>
</tr>
<tr>
<td>From February to end of March</td>
<td>Specialization modules at IAE Montpellier</td>
</tr>
<tr>
<td>From April to end of September</td>
<td>Five to six months internship</td>
</tr>
</tbody>
</table>

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

Semester 1
One semester abroad
Units obtained in a foreign university
30 ECTS

Semester 2 - Common Core
Unit 1
International Paradigm Shifts
Course 1: IT and Communication / Distribution Channels
Course 2: Social Responsibility, Sustainability, Ethics and Research
5 ECTS
18 h
18 h

Unit 2
International Executive Tools
Course 1: International Business and Entrepreneurship
Course 2: Building an International Business Plan
5 ECTS
18 h
18 h

Internship
15 ECTS

Elective 1
International Purchase
Course 1: Purchase Marketing
Course 2: Sourcing
5 ECTS
18 h
18 h

Elective 2
International Sales
Course 1: International Sales Force Management
Course 2: International Sales Strategy
5 ECTS
18 h
18 h

Contacts
Head of the program
Mr Gilles Séré de Lanauze
Tel : + 33 4 67 14 48 13
gilles.sere-de-lanauze@umontpellier.fr

Administrative coordinators
Tel : + 33 4 67 14 48 13
outgoing.iae@um2.fr