

Master Droit, économie et gestion mention management et commerce international parcours International business and corporate development

Présentation

Publics / conditions d'accès

The Master's degree in International Business & Corporate Development is a national degree in line with the standardized European System of higher education. This degree is part of our programs "**Master in Management (MIM)**".

The **Master in Management (MIM)** is designed around the framework of:

- an **Orientation week** with intercultural integration and team building activities.

- **Master 1 (Year 1)** with core curriculum of Management. The Master 1 helps students to understand the rules and practices of an organization as well as the different modalities of its management. The learning outcomes of the first year are then applied in a team-based experience that enables students to learn by action in the real work world.

- **Master 2 (Year 2)** with Transversal management modules, Major - Specialization modules, Minor - Elective blocks and Supporting modules:

- In order to successfully be an entrepreneur or join an organization, Master in Management students need to develop their own skills, achieve the principles and tools of project, quality, intercommunication, etc. These skills, tools and principles will help optimize the resources in this transversal management mode. Therefore, the MIM has developed transversal management modules that are indispensable for all Management students, whatever specialization they will follow.
- Major - Specialization provides students critical thinking on specific expertise that they will follow and develop their professional outlooks. The stakes are detailed for each master (International Business & Corporate Development and Project Management & Business Engineering).
- Students are invited to choose one block of elective courses as a minor to their specialization. The combination of majors and minors will help students enhance different competences and practical skills in fast growing business areas and highly demanding professions, including e-Business, International Management, Sustainable Development and Business Development (entrepreneurship).

- an **Internship** from 3 to 6 months. The internship will complete the Master curriculum and offer an "action learning" opportunity.

The Master Diploma is delivered under the control of the French Ministry of Higher Education.

Admission access:

Students could apply from Master 1 (for the 2-year program) or directly to Master 2 (for the final-year program) upon the field of Bachelor degree and the Master application form.

🌟 Valide le 25-03-2019

Fin d'accréditation au 31-08-2019

Code : MR11702A

120 crédits

Master

Responsabilité nationale :
EPN15 - Stratégies / Thomas DURAND

Responsabilité opérationnelle : Anne-gaëlle JOLIVOT

Niveau d'entrée requis :
Niveau II

Niveau de sortie : Niveau I

Mention officielle : Arrêté du 24 août 2016.

Accréditation jusque fin 2018-2019.

Mode d'accès à la certification :

- Apprentissage
- Contrat de professionnalisation
- Formation continue
- Validation des Acquis de l'Expérience

NSF : Commerce, vente (312)

Métiers (ROME) :

Code CNCP : 15176

Code CertifInfo : 91625

Contact national :

EPN 15 Stratégies - IIM

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Application Requirements and Process

The MIM programs receive Application files all year round, Admission process starts in November and end by June for non-EU students:

- by mid-September for EU students.
- by mid-March for scholarship & company financial applicants

However, the limited seats (each class of 25-30 students) are reserved for early-bird applicants.

Application Requirements:

- Bachelor's Degree
- Proficiency in English (TOEFL IBT: 85 | TOEIC: 800 | IELTS: 6.0 | BULATS B2/C1)

Admission Process:

- Complete application form in English
- 2 recommendation letters (from professional or academic endorsers)
- Interviews with the Admission board
- Admission decision based on the Application file +interviews + recommendations

Download our Application Form at: <http://iim.cnam.fr/mim/>

For more information and application file, check our page in English on <http://iim.cnam.fr/master-in-management/>

Objectifs

This major in International Business and Corporate Development addresses all the dimensions of the international development of the enterprises.

It is destined to future global managers who intend to participate to the renewal of managerial practices notably by taking more deeply into account the new missions of international organizations.

CEOs and top management teams of International corporations/ organizations are increasingly aware that it has become complex in the past decade to identify internationalization strategies and to choose which countries to develop business with. Due to globalization, they are confronted with an increasing array of options regarding:

- Markets,
- Location of key facilities and activities,
- Cross-border processes.

To address these challenges, they need more international expertise.

The main objectives of this major are:

- Developing critical thinking as well as practical knowledge through real case studies and feedback of very experimented professionals.
- Providing new skills and schemes of internationalization required to manage the firms in a challenging globalized and digitalized world (new tools, new drivers, new players, new markets, etc.).
- Developing the ability to manage and negotiate in a multi-cultural environment

Modalités de validation

Students must obtain all the credit requirements in the curriculum.

Compétences

This Master degree provides:

- Ability to operate in a multicultural environment.
- Ability to contribute to corporate (or business unit or project) international development.
- Opportunity to customize your profile by choosing a minor in Business Development, Sustainable Development, International Management or E-Business.

Furthermore, thanks to the complete curriculum design of the **Master in Management (MIM)** concept, this master degree also enables students to:

- Master the principles and tools for managers of business units with up-to-date management topics in the real business environment with **Core curriculum (M1)** and **Transversal modules (M2)**;
- Build a concrete view of the working environment, especially in the specific European business framework with **Supporting modules (M2)**;
- Represent the management of focused business activities as an action which includes four complementary elements: functional management, time management, organizational management, daily management with **Specialization modules** and **Minor blocks (M2)** such as *Business Development, Sustainable Development, International Management and e-Business*;
- Master and experience the strategic principles and tools towards high performance and innovations with Group projects and **Internships (M2)**;
- Achieve **intercultural and additional competences** relying on students' original degree in sciences or engineering or students' intercultural experience and engagement.

Enseignements

119 ECTS

M1 60 ECTS

Financial accounting	US172N 4 ECTS
Marketing	US172P 8 ECTS
Human Resources Management	US172Q 6 ECTS
Organization Theory	USM304 7 ECTS
Management of the firm	US172S 4 ECTS
Management accounting	US172U 4 ECTS
Finance	US172W 8 ECTS
Management of the firm (part 2)	US172X 4 ECTS
Interactive Group Project	UA1719 15 ECTS
Français langue étrangère	US173E 0 ECTS

M2 59 ECTS

Project Management Core	US172Y 4 ECTS
Management and Information Systems	US1730 4 ECTS
International Business Law	USM306 4 ECTS
Key Global Economic players	US173R 4 ECTS
International Development Strategy	US173S 4 ECTS
Key trends of globalization	USM305 5 ECTS
International Trade	US173U 4 ECTS
International finance	US173X 4 ECTS
Team building	US173B 1 ECTS
Career Management and Professional Development	US173C 1 ECTS
Business Simulation	US173D 1 ECTS
Français langue étrangère	US173E

français langue étrangère

[US173L](#)

0 ECTS

Communication Skills

[USM308](#)

1 ECTS

Orientation

[US173F](#)

0 ECTS

1 bloc de trois UE électives au choix :



Consulting
and Change
Management

[US1](#)

[73V](#)

4 ECTS



Entrepreneur
ship

[USM](#)

[30C](#)

4 ECTS



Safety, Health
and Risk
Management

[US1](#)

[73J](#)

4 ECTS



Digital
Marketing

[USM](#)

[30M](#)

4 ECTS

Multicultural
Management

[US1](#)

[73Y](#)

4 ECTS

Managerial
Behavior

[US1](#)

[734](#)

4 ECTS

Corporate
Social
Responsibility

[USM](#)

[30H](#)

4 ECTS

E-commerce
and Logistics

[USM](#)

[30J](#)

4 ECTS

International
Human
Resource
Management

[USM](#)

[30Q](#)

2 ECTS

Business
Ethics

[USM](#)

[307](#)

2 ECTS

Sustainable
Development

[US1](#)

[73P](#)

2 ECTS

Web Project
Management

[USM](#)

[30R](#)

2 ECTS

Internship - Research

[UA171A](#)

12 ECTS