



SCHOOL OF MANAGEMENT



ÉCOLE UNIVERSITAIRE DE MANAGEMENT

MASTER

BUSINESS MANAGEMENT

MASTER MANAGEMENT & ADMINISTRATION DES ENTREPRISES OF THE UNIVERSITY OF LORRAINE

2 SEMESTERS



APPLIED CORPORATE MANAGEMENT TRACK 

IN ENGLISH ONLY



MANAGEMENT & ADMINISTRATION DES ENTREPRISES 

IN FRENCH ONLY

1 SEMESTER



UNIVERSITY DIPLOMA IN MANAGEMENT 

IN ENGLISH ONLY



UNIVERSITÉ DE LORRAINE

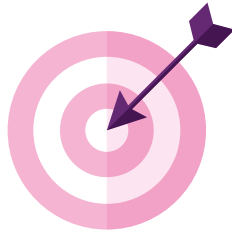
IAE FRANCE
Écoles Universitaires de Management



WWW.QUALICERT.FR

BSIS
BUSINESS SCHOOL
IMPACT
SYSTEM

Objectives



The Master of Business Management from IAE NANCY School of Management is a high level, theoretical and applied management program. It is accessible in continuing education or after a master's degree. It is aimed at both business students or professionals. It allows students or managers to complement their expertise in non-business fields with a comprehensive curriculum in business. It also allows students or managers specialized in specific fields, to broaden their perspectives and polyvalence through the reinforcement of transversal competencies to face business challenges in a globalized world.

- A national diploma from a highly reputed, established university.
- A general degree in management with a process-focussed approach to organizations.
- Courses that tackle the contemporary international issues faced by organizations.
- Knowledge acquisition to strengthen existing managerial skills and cultivate new skills that could lead to promotion.



The issues facing management in international contexts form the core of the topics included in all the courses offered in the Applied Corporate Management Track. Selected participants may take part in student exchange programs with partner institutions (Canada, Germany, Austria, Belgium, Netherlands, Spain, Italy, Slovakia, Switzerland, Poland, Turkey, etc.) in both tracks. The exchanges take place in the second semester (most starting in January).

2

Opportunities



Graduates of the Master of Business Management program will be able to take up positions of responsibility in fields where a transversal view of the organization is required or where a dual role, including management, is required of non-business managers.

Students will learn to manage transversal management processes, effect organizational change and define the business strategy of an organization. On completion of the programme, graduates will be able to redefine organizational processes and the roles and structures consistent with a company's business strategy. Students will also learn about managing people and projects in global, multi-cultural contexts, with an emphasis on collaborative transversal processes rather than a functional silo approach.

Career destinations of program graduates:

Manager in International Business (Marketing, Commerce, etc.) / Business Unit Manager / Organization management: control and performance management / Strategic human resource management in multicultural contexts / Engineering project management (dual competencies) / Consulting in organizational transformations

Application



- Students with a master's degree or equivalent who want to develop multi-skilled expertise through a cross-sectional process approach to organizations and management in international contexts.
- Students with a master's degree or equivalent in non-business disciplines who want to gain expertise in business in international contexts.
- French or foreign managers, currently employed or between jobs, with master's degree (and/ or professional experience at management level) who want to strengthen their knowledge and managerial skills in international contexts.
- Courses are also offered at the undergraduate level. Please check <http://iae-nancy.univ-lorraine.fr>

PREREQUISITES

All students wanting to apply for the Applied Corporate Management Track must have a level of English equivalent to a TOEIC score of 780 or a TOEFL score of 90 points minimum (TOEFL iBT).

The admission procedure consists of two stages:

- 1) examination of the application file, then, for those selected at the end of this first stage,
- 2) an interview on the candidate's background and motivation.

The application form is available online on the IAE NANCY website.

Applications by candidates in adult continuing education who do not hold a Master's degree or equivalent will be examined by a commission to validate their professional experience. In such cases candidates should have at least four years' managerial responsibility.

Candidates must have an adequate level in French (Management & Administration des Entreprises) or English (Applied Corporate Management Track).

1ST SESSION

2ND SESSION

DEADLINE FOR SUBMISSION

OF APPLICATIONS AND INTERVIEWS:

Applied Corporate Management Track
 Management & Administration des Entreprises Track

EARLY JUNE

RESULTS:

Applied Corporate Management Track
 Management & Administration des Entreprises Track

LATE JUNE

DEADLINE FOR SUBMISSION

OF APPLICATIONS AND INTERVIEWS:

Applied Corporate Management Track
 Management & Administration des Entreprises Track

EARLY SEPTEMBER

RESULTS:

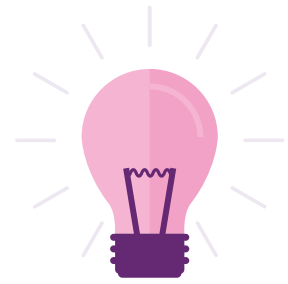
Applied Corporate Management Track
 Management & Administration des Entreprises Track

MID-SEPTEMBER








beginning of academic year
 mid-september > classroom attendance

Curriculum



The teaching team is made up of teachers and researchers from IAE NANCY in business, economics and political science, all of whom have a PhD in their respective disciplines. Managers with executive positions in different organizations also take part in the teaching, helping to relate the degree to current business challenges faced by organizations.

The general architecture of the degree for regular, on-site students is the following :

	APPLIED CORPORATE MANAGEMENT TRACK	MANAGEMENT & ORGANISATIONS DES ENTREPRISES TRACK	UNIVERSITY DIPLOMA IN MANAGEMENT
1 ST SEMESTER	Courses 	Courses 	X
2 ND SEMESTER	Courses  OR exchange semester + intership and thesis	Courses  + intership and thesis	Courses  + intership and thesis

APPLIED CORPORATE MANAGEMENT TRACK

SEMESTER 9	ECTS	CM
UE 901 ORGANIZATIONS AND STRATEGIC MANAGEMENT 1	6	
Managerial economics		15h
Organization theories 1		15h
Supply chain and production management		15h
UE 902 HUMAN RESOURCES MANAGEMENT	6	
Human resources management		15h
Intercultural management		10h
Business ethics and responsibility		10h
Communication, leadership		10h
UE 903 ACCOUNTING AND CORPORATE FINANCE	6	
Accounting		20h
Corporate finance		20h
UE 904 MARKETING STUDIES	5	
Marketing		20h
Market studies		10h
UE 905 MANAGEMENT TOOLS AND METHODS	7	
Project Management		10h
Entrepreneurship		10h
Quantitative and qualitative methods		20h
English (certification) / French for non-natives		15h
SEMESTER 10	ECTS	CM
UE 1006 ORGANIZATIONS AND STRATEGIC MANAGEMENT 2	6	
Economics of globalization		15h
Organization theories 1		15h
Strategic management		15h
UE 1007 INTERNATIONAL LAW AND HUMAN RESOURCES MANAGEMENT	5	
International Business Law		15h
International management and mobility		15h
Labour and employment relations		12h
UE 1008 INFORMATION AND CONTROL SYSTEMS	5	
Management control and performance management		15h
Management information systems		15h
Management simulation game		15h
UE 1009 INTERNATIONAL MARKETING AND RESEARCH METHODS	6	
International marketing		24h
Management research methods		15h
French politics		15h
UE 1010 INTERNSHIP AND MASTER'S THESIS	8	
Internship and Master's thesis		
	Total	406h

MANAGEMENT & ADMINISTRATION DES ENTREPRISES TRACK

SEMESTER 9	ECTS	CM	TD
UE 901 GESTION COMPTABLE ET FINANCIÈRE	6		
Comptabilité générale		15h	6h
Finance d'entreprise		15h	6h
Finance de marché		15h	6h
UE 902 MARKETING	6		
Marketing stratégique		15h	6h
Etude de marché / enquêtes		12h	9h
UE 903 MANAGEMENT DES RESSOURCES HUMAINES	6		
GRH (étude théorique, outils)		15h	6h
Communication et psychosociologie / leadership		15h	6h
UE 904 MANAGEMENT DES PROCESSUS ET DES PROJETS	6		
Gestion de la qualité, production et supply chain		15h	6h
Gestion de projet et entrepreneuriat		15h	6h
Ouverture professionnelle		6h	6h
UE 905 LANGUES ET OUTILS POUR LA GESTION	6		
Statistiques		9h	6h
Mathématiques financières		9h	6h
Anglais des affaires (ou allemand)		21h	9h
SEMESTER 10	ECTS	CM	TD
UE 1006 MANAGEMENT STRATÉGIQUE	6		
Stratégie d'entreprise		15h	6h
Environnement économique		15h	6h
Simulation de gestion		9h	12h
UE 1007 ENVIRONNEMENT JURIDIQUE	6		
Droit des affaires		12h	6h
Droit social, droit du travail		15h	6h
Droit fiscal		12h	6h
UE 1008 SYSTÈMES D'INFORMATION ET DE CONTRÔLE	6		
Contrôle de gestion		15h	9h
Informatique et système d'information		15h	6h
UE 1009 INITIATION À LA RECHERCHE	3		
Méthodologie		15h	9h
Théories des organisations		15h	6h
UE 1010 MÉMOIRE PROFESSIONNEL ET STAGE	9		
Mémoire professionnel et stage			
	Total	315h	156h

Useful Information

TUITION FEES

- REGULAR ON-SITE EDUCATION

About € 280 (*University of Lorraine tuition fees*)

€ 6000

For contracts financed by companies, organizations

- CONTINUING EDUCATION

€ 3000

for contracts financed directly by the applicants + Tuition fees : about € 280

CONTACTS

Student service

Information about application

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