

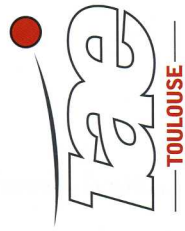


LES MASTERS DE L'IAE :

- ▶ Master Comptabilité Contrôle
- ▶ Master Finance
- ▶ Master Ingénierie et Management des Organisations Sportives
- ▶ Master Management
- ▶ Master Management International
- ▶ Master Management des Ressources Humaines
- ▶ Master Management Stratégique
- ▶ Master Marketing

For more information on the programmes and to download application forms :

[www.iae-toulouse.fr](http://www.iae-toulouse.fr)



# master in international management



## Managing across boundaries and cultures

**( Presentation**

The Master in International Management (MIM) is a full-time postgraduate programme, entirely taught in English, designed for international and French university graduates. It gives students up-to-date theoretical insights in relation to practical experience in an intellectually stimulating environment. The MIM provides companies with managers ready to deal with cross-cultural management situations and transnational business issues. Classes are small and the work is intense. The programme focuses on working methods such as case studies, team work and readings, to which students are required to participate actively. The MIM is a two year programme (four semesters) and equals 120 credits in the European Credit Transfer System (ECTS).

Students willing to pursue a career in research can follow specific courses (in the second year) and enrol in a doctoral thesis if accepted.

**Since the establishment of this Master programme, students from more than 30 nationalities have graduated and constitute a vivid network of alumni.**

**➤ ADMISSION CRITERIA**

**Access to the first year of the programme (M1) is open to:**  
Students holding a French Licence or a foreign equivalent worth 180 credits (ECTS).

**Access to the second year of the programme (M2) is open to:**  
Students holding a French M1 (4-year degree) or a foreign equivalent worth 240 credits (ECTS).  
Students entering the second year directly also need to assess their ability to follow advanced management courses by taking GMAT or TAGE/IMAGE exams.

English proficiency (TOEFL or TOEIC preferably) is requested. The Admission Committee looks at each application individually and selection is based on exam results, English proficiency and personal experiences (international or professional).

**Strategy Department**

**( PROGRAMME HEAD :**

**Hervé PENAN,**  
*Professeur des Universités*

**( ADMINISTRATIVE OFFICER :**

**Béatrice CARRERE**  
*beatrice.carrere@umiv-tlse1.fr*

**( CAREER OPPORTUNITIES**

Export Manager, Area Manager, Transnational Contracts Negotiator, International Human Resources Manager, Subsidiary Manager, Project Manager in International Marketing, Strategy and Business Development Consultant.

**( RESEARCH EXCELLENCE**

The programme benefits from the scientific environment of the University of Toulouse. It relies on the scientific potential of the Management Research Centre - EA792 (Centre de Recherche en Gestion) whose activities (seminars, conferences) are fully integrated in the curriculum.

**( PARTNERSHIPS**

**➤ Company partnerships and endowed chairs**

IAE has developed a strong and clear focus on developing partnerships with company sponsored chairs. All these companies benefit from visibility and networking opportunities, while offering IAE the possibility to invite renowned professors from leading academic institutions. These experts teach and deliver valuable and research-based knowledge on international management. The MIM hosts the Pierre Fabre chair in international management.

**Since 2002, the following organisations have participated in the curriculum and/or provided traineeships:**

Accor, Airbus, ATR, Bhutan expeditions, China Assembly Technology Holding, CNRS, Coface, Dell, DHL, Direction des relations économiques extérieures, European Commission, Eurocentro Nafin Mexico, Eurostaf, Hewlett-Packard, Pechiney, Philips Semiconducteurs, Pierre Fabre Dermo-cosmétique, Pierre Fabre Médicament, Rothschild, Saint-Gobain Vetrotex, Siemens, Statoil-Hydro, Suez, Total Norvège, ...

**➤ Visiting Professors**

Scholars from the following Institutions have participated in the programme :  
Harvard Business School (USA), HEC Montréal (Canada), Keio University (Japan), London School of Economics (UK), Meiji University (Japan), Norwegian School of Management (Norway), Radboud University Nijmegen (The Netherlands), Oxford University (UK), Stockholm School of Economics (Sweden), University of Canterbury (New Zealand), University of Reading (UK), University Pompeu Fabra (Spain)

