

On completion of this program, students will be able to:

Overall objectives:

- Apply theoretical knowledge to practical problems related to international management issues
- Demonstrate in-depth knowledge of international management issues in practical case study analysis, discussions and problem solving
- Integrate different functional and cultural perspectives

Knowledge and understanding:

- Critically analyze the key issues related to the management of international organizations
- Explain how the social, political, economic and competitive environment impact the performance, the development and survival of international organizations
- Develop knowledge in more specific international management related areas through elective courses

Applying knowledge and understanding:

- Apply appropriate methodologies and frameworks to identify, evaluate and solve international business problems
- Formulate practical recommendations for efficient and effective decision making integrating theory, tools and methods

Making judgements:

- Assess opportunities and threats for international business development
- Apply critical thinking skills to develop innovative solutions for new problems in unfamiliar contexts in organizational settings

Communication skills:

- Communicate ideas effectively, both orally and in writing
- Present solutions to complex international business problems in a synthesized, clear, structured and logical way

Learning skills:

- Work in an organized manner by respecting deadlines, adapting to potentially changing schedules
- Integrate acquired knowledge and skills
- Work effectively with others, capitalizing on their different thinking experience and skills

Transferable skills – Project management:

- Define objectives and milestones
- Organize work in an efficient and effective way
- Manage schedules and priorities

From the academic year 2021-2022

Transferable skills – Teamwork:

- Work efficiently and effectively with others in a team, capitalizing on the strengths and different perspectives and skills of each team member
- Listen actively to contributions of other team members
- Mediate in case of conflicts with other team members
- Effectively work within an international and intercultural team context

Transferable skills – Participation in society:

- Act on the basis of ethical reasoning

Transferable skills – Personnel effectiveness:

- Decision making
- Manage priorities

Transferable skills – Communicate, process, manage, and generate information:

- Apply knowledge to new situations

From the academic year 2021-2022

MASTER OF SCIENCE EN DÉVELOPPEMENT INTERNATIONAL DES AFFAIRES (MScIBD)
MASTER OF SCIENCE IN INTERNATIONAL BUSINESS DEVELOPMENT

90 ECTS

Code	MScIBD	Instructor	ECTS	H/week	Grading Policy (in class)*	Grading Policy (remote)*
	Semester 1 Autumn					
5EN2027	International Strategy ⁴	Jonczyk-Sédès C.	6	4	EI	EI
5EN2024	Quantitative Methods in Management	Puntiroli M.	6	4	EI+E	EI+E
5EN2026	Marketing and Globalization ⁴	Kocher B.	6	4	EI+E	EI+E
5EN2019	Global Supply Chain Management	Nieto Y.	6	4	EI	EI
	Electives ¹		6	4		
	Total		30	20		
	Semester 2 Spring					
5EN2035	Global Corporate Governance and Ethics	Duberry J.	3	2	EI	EI
5EN2045	Marketing Analytics and Customer Management	Christen M. / Puntiroli M.	6	4	EI+E	EI+E
5EN2014	International Negotiation	Jagodzincka K.	3	2	EI	EI
5EN2033	Global Innovation Management ⁴	Reuter E.	6	4	EI+E	EI+E
5EN2034	Culture, Human Resources and International Firms	Dal Zotto C.	3	2	EI	EI
5EN2003	Qualitative Methods in Management	Khan U.	3	2	EI	EI
	Electives ¹		6	4		
	Total		30	20		
	Semester 3 Autumn					
	Master Thesis or Internship with report		30		EI	EI
	Grand total		90			

Modalités d'inscription et conditions de réussite :

Règlement d'études et d'examen des Masters of Science en sciences économiques, du 6 mai 20019, état au 1^{er} septembre 2019.

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From the academic year 2021-2022

	Elective Autumn²					
5AF2001	Financial Accounting	Fiechter P.	6	4	E	E
	Electives Spring²					
5ER2010	Economics of Regulation	Rime B.	3	2	E	O
5EN2031	Le marketing social pour l'innovation sociale	Bezençon V.	6	4	EI	EI
5MI2018	Machine Learning	Ciorascu I.	6	4	EI+E	EI+E
5MI2003	Business Analytics	Cotofrei P.	6	4	EI	EI
5AF2019	Financial Analysis	Fiechter P.	3	2	EI	EI
5ER2045	International Monetary System	Siviero A. / Stuart R.	3	2	E	E
4DR2240	European Intellectual Property Law	Kraus D.	4	2	E	E
5ZZ2014	Strategic Management of Technology & Innovation	Reuter E.	3	2	EI	EI
5AF2008	Corporate Finance	Salva C.	6	4	EI+E	EI+E
5AF2020	Valuation	Salva C.	3	2	EI+E	EI+E
2SC2002	Approche critique de la mondialisation II	Crevoisier O.	5	2	E	E
4DR2126	Transferts de technologie et nouveaux modèles d'innovation	Tissot N.	4	2	E	E

¹ Les 12 crédits de cours à option peuvent être répartis librement entre les semestres d'automne et/ou de printemps. Les cours du Mineur font parties des cours à option pour les étudiant-e-s qui ne sont pas inscrit-e-s dans le Mineur.

² Accord de la ou du responsable de programme obligatoire pour les autres cours.

⁴ This course operates based on the Principles governing the running of FSE courses involving companies/institutions outside the Faculty.

From the academic year 2021-2022

24 ECTS MINOR IN BUSINESS ANALYTICS²

Code		Instructor	ECTS	H/week	Grading Policy (in class)*	Grading Policy (remote)*
	Autumn Semester					
5MI1005	Data Science for Business	Cotofrei P.	6	4	EI	EI
5MI2017	Data Management	Ciorascu I.	6	4	EI+E	EI+E
	Spring Semester					
5MI2003	Business Analytics	Cotofrei P.	6	4	EI	EI
5MI2018	Machine Learning	Ciorascu I.	6	4	EI+E	EI+E
5MI2012	Computational Thinking	Holzer A.	3	1 week ³	EI	EI
5AF2029	Programming	Simon E.	3	2	E	E

²Prérequis : L'étudiant-e atteste avoir obtenu un minimum de 15 ECTS en statistiques, mathématiques ou informatique lors d'études antérieures. Elles/Il/s doivent prouver ces crédits antérieurs lors de l'inscription auprès du secrétariat de l'Institut de management. Pour obtenir le Mineur en Business Analytics, un minimum de 24 ECTS à choix au sein du module Business Analytics doivent être acquis. Le Mineur et 6 ECTS de cours optionnel supplémentaire remplacent le mémoire de master.

Pour obtenir le Mineur en Business Analytics, l'étudiant-e doit s'inscrire auprès du secrétariat de l'institut de Management au plus tard lors de l'inscription aux examens du semestre 2.

³Atelier bloc organisé la semaine avant le début du semestre de printemps.

Langues d'enseignement : anglais et français.

Il n'est pas possible de cumuler un Master en Innovation ou un Master en General Management et un master en développement international des affaires.

E: exam during the exam session at the end of the semester.

EI: evaluation organized during the semester.

Retake exam after 1 failure or a justified absence: written exam during the September session or the exam session at the end of the next semester the course is offered.

*In the case of a re-take exam, the evaluation is repeated in the form of a written examination (E) for all 1st attempts of type E, EI +E, O or EI+O.

*In the case of a re-take exam, the evaluation repeated in the form of an individual written assignment (EI) for all 1st attempts of type EI.

The detailed terms of evaluation and duration of exams are specified in the course description.

Modalités d'inscription et conditions de réussite :

Règlement d'études et d'exams des Masters of Science en sciences économiques, du 6 mai 20019, état au 1^{er} septembre 2019.

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