



SCHOOL OF MANAGEMENT



ÉCOLE UNIVERSITAIRE DE MANAGEMENT

MASTER

MASTER MANAGEMENT & ADMINISTRATION DES ENTREPRISES, UNIVERSITY OF LORRAINE

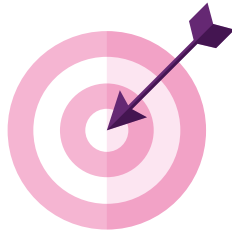
# APPLIED CORPORATE MANAGEMENT



IN ENGLISH ONLY



# Objectives



The Master MAE Applied Corporate Management offered by the IAE NANCY School of Management is a high-level program in business and management sciences, both theoretical and applied. It is accessible to students in initial training after a master's degree (or a 4 year bachelor), or to professionals in continuing education. The program aims at being an opportunity for students or managers to complete the expertise they have already acquired in other academic fields, or through their professional practice, by a complete curriculum in management. It thus enables them to broaden their opportunities and their polyvalence by reinforcing their transversal skills in order to face the challenges of businesses in a globalized world.

- A national degree from an established, highly reputed university.
- A general degree in management with a process-oriented approach to organizations.
- Courses that tackle contemporary international issues that organizations face.
- Acquisition of knowledge to develop new managerial skills or to strengthen them for the purpose of career development.



Challenges facing management in international contexts are the core of topics included in all courses offered in the MAE Applied Corporate Management. Selected participants can take part in student exchange programs with partner academic institutions (Canada, Germany, Austria, Belgium, Netherlands, Spain, Italy, Slovakia, Switzerland, Poland, Turkey, etc.). Exchanges are scheduled during the second semester (most begin in January).

2

# Opportunities



Graduates of the MAE Applied Corporate Management program will be prepared to assume positions of increasing responsibility in environments where a cross organizational view is required or where a dual role, including management, is required of executives or experts.

Students will be taught how to manage cross-functional management processes, carry out organizational changes and shape the business strategy of an organization. After completing the program, graduates will be able to redefine organizational processes as well as roles and structures that are consistent with the chosen business strategy. Students will also learn how to manage people and projects in global and multicultural contexts, with an emphasis on collaborative cross-functional processes rather than a siloed functional approach.

PROFESSIONAL PERSPECTIVES FOR

***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



- French or foreign students, from the EU or outside the EU, with a Bachelor's degree (4 years of study), a Master's degree (or equivalent) in economics or management, wishing to develop a multi-faceted expertise through a transversal approach to organizations and management in international contexts, or graduates from other academic fields (engineering, law...) wishing to build up skills in management in international contexts.
- French or foreign executives, in post or in transition, holding a Master's degree (and/or a professional experience at a management level) and wishing to build an expertise in business or to develop their knowledge and managerial skills in international contexts.
- Other programs are also offered at the undergraduate level.  
Please visit <http://iae-nancy.univ-lorraine.fr>

## PREREQUISITES

All students wishing to apply must have a sufficient level of English to follow the program, which is taught entirely in English. They must have a level in English equivalent to a TOEIC score of 780 or a TOEFL score of 90 points minimum (TOEFL iBT), or any equivalent.

Applications from candidates in continuing education who do not hold either a 4-year Bachelor's degree or Master's degree or any equivalent diploma will be examined by a commission for the validation of their professional experience. Candidates must then have at least four years of managerial responsibility.

3

## APPLICATION PROCEDURE

The admission procedure consists of two steps:

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

French applicants are required to use the e-candidat platform.

International students can either apply through e-candidat or fill in the application form available online on the IAE NANCY website.

If your country is affected by the «Études en France» (Studying in France) procedure, You have to apply through Campus France.

### 1<sup>ST</sup> SESSION

### 2<sup>ND</sup> SESSION

(Students who are from France & EU, as well as those with a long-stay visa, can apply only through E-candidate, if there are any remaining seats)

#### DEADLINE FOR SUBMISSION

Application by e-candidat:

**FROM MID-MARCH TO EARLY JUNE**

Otherwise:

**ALL YEAR LONG UNTIL EARLY JUNE**

**(EARLY ADMISSION POSSIBLE)**

#### INTERVIEWS & RESULTS:

**LATE JUNE**

#### DEADLINE FOR SUBMISSION

Application by e-candidat only:

**FROM JULY TO MID AUGUST**

#### INTERVIEWS & RESULTS:

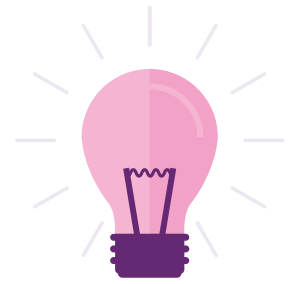
**LATE AUGUST - EARLY SEPTEMBER**

beginning of academic year

mid-september > attendance required for all courses



# Curriculum



The teaching staff is composed of lecturers and university professors in management, business, law, economics and political science, all of whom hold a doctorate in their respective disciplines. Professionals holding management positions in various organizations are also part of the teaching staff, thus establishing a link between the program and the current challenges faced by organizations.

The general architecture of the ACM program is the following:



# APPLIED CORPORATE MANAGEMENT

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

# Useful Information

## TUITION FEES

FRENCH  
& EU  
STUDENTS

● **Initial training:**  
**About € 280** (University of Lorraine tuition fees)

● **Continuing education:**  
**€ 6600** when financed by companies, organizations  
**€ 3300** (+ € 280 ituition fees) when financed by applicants on their own

EXTRA-EU  
INTERNATIONAL  
STUDENTS

**€ 3800** + € 100 CVEC

## CONTACTS

**Student service**  
[Information about application](#)

VIRGINIE JASMIN  
virginie.jasmin@univ-lorraine.fr  
03 72 74 16 53

**Head of the master's program**

EMMANUELLE GURTNER  
emmanuelle.gurtner@univ-lorraine.fr



**CAMPUS ARTEM**

90 RUE DU SERGENT BLANDAN  
BP 70618  
54010 NANCY CEDEX  
03 72 74 17 30

**CAMPUS MANUFACTURE**

13 RUE MICHEL NEY  
BP 90862  
54011 NANCY CEDEX  
03 72 74 16 40

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     @IAENancy