



SCHOOL
OF
MANAGEMENT



ÉCOLE UNIVERSITAIRE
DE MANAGEMENT

MASTER

MASTER MANAGEMENT & ADMINISTRATION DES
ENTREPRISES, UNIVERSITY OF LORRAINE

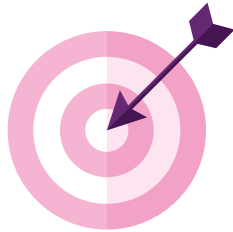
APPLIED CORPORATE MANAGEMENT



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).

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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 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



THE ACM PROGRAM WELCOMES STUDENTS FROM ALL OVER THE WORLD.

- French or foreign students with a Master's degree (or equivalent) and a Bachelor's degree (4 years of study) and in the academic fields of Engineering, Law and Humanities... who wish to gain skills in management in an international environment.
- Applicants with backgrounds in business, management and economics are also very welcome to apply, however, they must demonstrate in the application how this course will contribute to their career goals.
- French or foreign young professionals, currently working 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.
- 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.

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.

We wish to emphasize that while knowing some French is not a selection criteria or will not affect your application, however, it will certainly be helpful once you arrive in France. Many French companies require interns to have a good level of French when hiring them.

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APPLICATION PROCEDURE

1. International students residing in the following countries listed below must apply via Campus France "Études en France" website

Azerbaijan, Algeria, Argentina, Bahrain, Benin, Bolivia, Brazil, Burkina Faso, Burundi, Cambodia, Cameroon, Canada, Chile, China, Colombia, Comoros, Congo, Côte d'Ivoire, Djibouti, Ecuador, Egypt, Ethiopia, Gabon, Georgia, Ghana, Guinea, Haiti, India, Indonesia, Iran, Israel, Japan, Jordan, Kenya, Kuwait, Laos, Lebanon, Madagascar, Malaysia, Mali, Mauritania, Mauritius, Mexico, Morocco, Nepal, Niger, Nigeria, Peru, Qatar, Russia, Saudi Arabia, Senegal, Singapore, South Africa, Taiwan, Thailand, Togo, Tunisia, Turkey, Ukraine, United Arab Emirates, United Kingdom, United States, Vietnam.

Some important steps:

STEP 1: Submission of the application on the "Etudes en France"

The **deadline** for submission of applications via Etudes en France depends on each **EMBASSY**. For some countries, it starts as early as October. Please kindly check with the Campus France of your country.

STEP 2: Selection interviews

If application is preselected a personal interview will be organized during **MARCH/APRIL/MAY**.

STEP 3 : Admission results

Result will be published on Études en France website on **MAY (May be early)**.

2. French, EU & International students (from Countries without Campus France) must apply via eCandidat of Université de Lorraine

Some important steps:

STEP 1: Submission of the application on the “eCandidat”
University eCandidat platform opens **from February 1st till May 10th**.
<https://ecandidat.univ-lorraine.fr/#!accueilView>

STEP 2: Selection interviews
If application is preselected a personal interview will be organized during **MARCH/APRIL/MAY**.

STEP 3 : Admission results
Result will be published on eCandidat website on **MAY & JUNE**.

3. Scholarship Seeking International Students

There is no scholarship program at the IAE Nancy School of Management and Université de Lorraine. You may however check with the French Embassy in your home country for possible specific scholarships. However, the deadlines for **Eiffel scholarships** or **Études en France** are usually **ONE YEAR** in advance.

French Ministry of Foreign Affairs has developed the Eiffel Scholarship program with the objective of attracting international Master's and Ph.D. students with excellent academic records. Typically, the application process begins in late September and ends in early January. **For Eiffel Scholarship you may apply via e-mail to iae-nancy-international-contact@univ-lorraine.fr**. The deadline for Université de Lorraine & IAE Nancy is at the **END OF NOVEMBER**.

Please visit the English website of Campus France for more information:
www.campusfrance.org/en/bursaries-foreign-students

2ND SESSION

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

DEADLINE FOR SUBMISSION

Application by eCandidat only:

FROM MID-JUNE TO MID-AUGUST

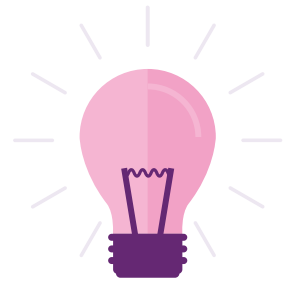
INTERVIEWS & RESULTS:

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 - FALL & WINTER SEMESTER	ECTS	CM
UE 901 ORGANIZATIONS IN THEIR ENVIRONMENT	6	
Organizational theories 1		15h
European and international Business Law		15h
Sustainability and corporate social responsibility		15h
Business ethics		10h
UE 902 HUMAN RESOURCES AND MANAGEMENT	6	
Human resources management		20h
Intercultural management		12h
Communication and leadership		15h
International management and mobility		15h
UE 903 ACCOUNTING, FINANCE AND CONTROL	6	
Management Accounting		20h
Financial management and Business development		20h
Management control and performance management		15h
UE 904 MARKETING STUDIES	5	
Marketing tools and techniques		20h
Market studies		10h
International marketing		24h
UE 905 PROJECT AND PROCESS MANAGEMENT	7	
Logistics and supply chains		20h
Entrepreneurship		10h
Project Management		15h
Information management and digitalization		15h
Project competition in collaboration with AJU		
SEMESTER 10 - SPRING & SUMMER SEMESTER	ECTS	CM
UE 1006 STRATEGY AND ORGANIZATIONAL STUDIES	6	
Challenges of globalization and transition		15h
Organizational theories 2		15h
Strategic and innovation management		20h
Industrial relations and HR issues		12h
UE 1007 RESEARCH AND INVESTIGATION METHODS	6	
Management research methods		15h
Qualitative and quantitative methods		20h
Management simulation game / reading workshop		15h
French politics		15h
UE 1008 PROFESSIONAL DEVELOPMENT	18	
Internship, professional experience or entrepreneurial project and Master's thesis		4 to 6 months
TOTAL SEMESTERS 9 + 10	60	413h

Useful Information

TUITION FEES

INTERNATIONAL STUDENTS (FROM OUTSIDE THE EU)

€ 3 770 + € 105 CVEC

** Scholarships are not offered at the IAE Nancy School of Management or at the University of Lorraine. We recommend that you check page 4 of this brochure if you intend to apply for the Eiffel scholarship or the Études en France scholarship.*

FRENCH & EU STUDENTS

● **Initial training:**
About € 250 (University of Lorraine tuition fees) + € 100 CVEC

● **Continuing education:**
€ 6 900 when financed by companies, organizations
€ 3 900 (+ € 280 tuition fees) when financed by applicants on their own

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CONTACTS

Student service
[Help and info about application](#)

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