

# Master of Science

TELECOM  
Ecole de  
Management



INSTITUT  
Mines-Télécom

## International Management

### OBJECTIVES - ENVIRONMENT

The MSc in International Management is a rigorous academic program that provides managers with the skills required to occupy decision-making roles within private companies or public bodies.

Our graduates are equipped with the skills to face tomorrow's challenges :

- organizational changes within businesses, caused by the advent of the ITC era, require professionals who are able to integrate technical constraints into their managerial reasoning;
- internationalization of processes and exchanges requires businesses to employ only those managers who are capable of managing this flow of information.

This MSc places particular emphasis on international management.

### COURSE AIMS

#### 1st semester :

##### Core Courses in Business Management

- Accounting and Finance
- Principles of Marketing Management
- Managerial Economics
- Strategic Management
- International Business Law
- Operations Management
- Human Resources Management
- Management of Information Systems
- French as a Foreign Language

#### 2nd semester : Information-Age Marketing/International Strategy

- Strategic Marketing in the Information Age
- B2B Marketing in the Information Age
- Global Information and International Marketing
- Research Methodology
- Designing E-Business Strategies
- Management of Innovation and Change
- Global Human Resources Management
- Strategy Simulation

- Leadership
- International Business
- French as a Foreign Language
- 2 Elective courses -
  - Supply Chain Management: Tactics and Operations (2nd sem.)
  - Global Logistics and Operations (1st sem.)
  - Information Technology and Total Quality Management (2nd sem.)

#### 3rd semester : Master's thesis

Based on company assignment or research project

### ADMISSION REQUIREMENTS

Bachelor's (or equivalent undergraduate) Degree.

### APPLYING

Online, full application file – go to the website: [www.telecom-em.eu](http://www.telecom-em.eu)

### PROGRAM

24 months : full-time course program based on core modules, an area of specialisation and is completed by validation of a thesis.

### DIVERSITY IS A KEY TO THE PROGRAM

- Diversity among students: over sixty nationalities are represented on campus.
- Diversity on the campus : where "managers" study with "engineers" from Telecom SudParis, its sister school in engineering.
- Professional diversity : students find jobs after graduation in finance, consulting, marketing, human resources as well as professions related to IT.

A small entering class allows students to study closely with faculty (faculty – student ratio is 1:10).

Students obtain paid internships.

### KEY WORDS

Management / Accounting / Finance  
Marketing / Information Technology  
Supply-chain Management / Strategy

### STRONG POINTS OF THE PROGRAM

The MSc in International Management is a highly coveted degree recognized in the United States, Great Britain and increasingly in Asia. Télécom Ecole de Management's program is designed for both international managers specialized in information systems and candidates interested in developing research capabilities.

### SCHOOL PROPOSING THE MASTER

Télécom Ecole de Management is an AACSB accredited school.

### LANGUAGE REQUIREMENTS

TOEFL 600  
CBT 235  
IBT 90  
IELTS 6.0

### LOCATION

Télécom Ecole de Management  
9 rue Charles Fourier, Evry, France.

The campus is situated in Evry, 30 minutes south of Paris. Evry is a young and dynamic city which ranks first place in the region known as "Ile-de-France", famous for its cultural and sports activities. Evry is a unique city where high-level research activities, cutting-edge technologies, and business co-exist. Télécom Ecole de Management benefits from its proximity to research organizations like the University of Evry (16 000 students), the Génopole, a European center for genetics research, and technology industries like Arianespace, CNES (Centre national d'études spatiales), Snecma, as well as corporate headquarters for multinational corporations such as Accor and Carrefour.

# International Management

## COMPETENCES ACQUIRED

Students acquire the analytical and technical tools required to deal with complex financial arrangements.

Students learn to manage the different stages of marketing a product or service : design, price positioning, communication, choice of distribution network... to satisfy the objectives of the business.

Students develop concepts of economic theory while retaining a managerial approach to decision-making.

Students study the practices and principles of Strategic Management applied to the firm, the industry, its longterm strategic management, resources and skills and its desire to expand.

Students gain knowledge of the interaction between departments in a business : human resource management for the production and distribution of goods or services, online management, e-commerce, etc.

Students learn to optimize the performance of internal organization by counting on the skills of their workforce, particularly in the context of international activity, and the challenge to integrate the differences and similarities between groups and individuals to facilitate exchanges.

## LODGING

Located at the heart of the campus, the "Maison des élèves" (MAISEL) has 730 comfortable bedrooms and studio flats providing accommodation for all students who wish to live on-campus.

The monthly rate varies depending on the type of accommodation. Students may be able to claim housing benefit subject to certain conditions.

Services included :

- Private bathrooms
- Shared kitchens
- Washing machines and tumble-dryers

- Ironing rooms
- TV / Games rooms
- Access to the Telecom & Management SudParis (ex INT) IT network with internet access.
- Phone line in each bedroom

## DETAILS OF SCHOOL

Télécom Ecole de Management is part of the Institut Telecom.

Institut Telecom brings together a foundation and five schools among which both Télécom Ecole de Management and its sister engineering school, Telecom SudParis, share the same campus in Evry, under the name Telecom & Management SudParis. The synergy between Télécom Ecole de Management and its sister school, Telecom SudParis, provides a mutual enrichment for the school's research and academic programs, which combine information technology with management sciences, making Telecom & Management SudParis a unique institution in France.

Télécom Ecole de Management is a highly competitive, public school of management, offering programs designed to meet today's global challenges. An original approach, which integrates information and communication sciences and technologies, makes the school unique in its field. The full potential that IT brings to the various fields of management, be it marketing, logistics, organization, or finance, remains to be fully exploited. These domains are inherently multicultural and justify the school's strong international orientation.

## LANGUAGE OF TEACHING

English

## COST

15 000€

## SCHOLARSHIPS

Available through Télécom Scholarships for Excellence

## CALENDAR

Three semesters of classes and a one-semester student internship.

## PARTNERS

Altran, Ericsson, Bouygues Telecom, StreamWIDE, BNP Paribas, SFR, Orange, Alcatel Lucent, Accenture, Sopra.

## CONTACT

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