

MASTER'S PROGRAMME

INTERNATIONAL EXPERTISE

Option: International Business Expertise

WORK/STUDY PROGRAMME



I Presentation

The *International Business Expertise* course is part of the *International Expertise* programme taught by Sciences Po Aix. It leads to a degree awarded by Aix-Marseille University and the French State. This programme equips students to identify and analyse the challenges of globalisation in the financial, technological and economic spheres, and provides training in the basic tools of international economic expertise. It provides a strong theoretical and professional grounding for all functions related to globalisation, mainly within companies involved in international markets (international business manager, international risk assessment manager, international tender manager, geographical area developer, etc.), but also within auditing or consulting firms, international banks, embassies or economic expansion departments, etc.

Courses are taught by recognised academics and experienced practitioners. The emphasis is placed on active teaching in the form of projects, reports and business games, while promoting group work and responsibility in order to develop students' interpersonal skills in the field of international business expertise.

The work/study programme (under a professionalisation contract or an apprenticeship contract) covers a 12-month period with fourteen weeks of classes. On average, it consists of two weeks in the workplace and two weeks of teaching from September to November, followed by one week of teaching and three weeks in the workplace from December onwards.

While providing core content with a focus on economics relating to the issues and challenges of market globalisation and the internationalisation of companies, this fifth-year work-study programme also enables students to acquire evaluation and expertise methodologies that contribute to the international development of companies, and develops the skills required to master different corporate functions and specific aspects of the management of organisations.

■ MASTER 2: OPTION: INTERNATIONAL BUSINESS EXPERTISE (EAI)

SEMESTER 3

UE 1 - Globalisation

Globalization of Markets
Country Risk Analysis

UE 2 - International Projects

Evaluation of Development Projects
Setting up International Projects

UE 3 - International Management

Choice of two options from the following:
Reporting and Assessment of Firms
International Marketing
International Lobbying

UE 4 - Methodology

Audit Methods
Entrepreneurial Project
English: We mean Business I

SEMESTER 4

WORK/STUDY PROGRAMME

UE 5 - International Strategies

Geographical Economics
Globalization Strategies of Firms

UE 6 - International Business

Risk Management and International Finance
Business Game in International Environment: SERVISIM

UE 7 - Methodology of International Business Expertise

Business Plan
Econometrics and Data Processing
English: We Mean Business II

UE 8 - Professionalisation

Professionalisation seminars and case studies:
- IT Project Management
- Career Plan
- Entrepreneurial Project
Personal Development Workshops
Research Methodology and International Business Expertise

■ Advantages of the work/study programme for students

From an educational point of view:

- Refine and concretise your career plan
- Experience the professional world
- Facilitate your integration into working life

Financial gain:

- Remuneration at a percentage of the minimum wage (SMIC) (according to the student's age)
- Fixed-term contract and associated rights
- The cost of the training is covered by the company

■ Advantages of the work/study programme for companies

Professional advantages:

- Train a future employee
- Benefit from new knowledge
- Develop a privileged partnership with a Grande École

Financial gain:

- Financial support from the State
- Partial or total exemption from payroll taxes professionalisation or apprenticeship contract

ADMISSION

MODALITIES

> The Master's is open to:

- students with 240 credits: admission is subject to assessment of the application (previous results and verification of prerequisites) and possibly an interview;
- students from other Sciences Po establishments with 240 credits, subject to conditions ("mutualisation" process);
- students at Science Po Aix enrolled on the corresponding M1 course, by right.

> Interviews / assessments of the applicant's career plan.

> Examination of the application in the framework of the mutualisation process.

WORK/STUDY PROGRAMME

SEPTEMBER - DECEMBER

2 weeks at Sciences Po Aix
2 weeks in a company

JANUARY - SEPTEMBER

1 week at Sciences Po Aix
3 weeks in a company

NUMBER OF HOURS

Total number of hours in the programme:
505 hours

Head of Course:
Pr. André CARTAPANIS
Deputy Heads:
Pr. Céline GIMET and **Elisa DIENESCH**

> Download application files at:
inscription.sciencespo-aix.fr

> **Accreditation of prior learning**
Admission is also possible through accreditation of prior experience.
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CONTACT

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