



FRENCH-AMERICAN MASTER IN MANAGEMENT & INTERNATIONAL TRADE

courses
100%
taught in
English

 **iae**
CAEN
École Universitaire
de Management

TRUST
YOUR
TALENTS[®]


UNIVERSITÉ
CAEN
NORMANDIE

FRENCH-AMERICAN MASTER IN MANAGEMENT & INTERNATIONAL TRADE

ACADEMIC ADVISOR



NADÈGE
MARIE

PROGRAM OFFICER



EVE
HILAIRET

GRADUATE
STUDIES
ECTS
120

- Familiarising with American culture
- Developing a global vision of international trading
- Mastering the tools and methods to better apprehend the corporate world
- Understanding the specificities of Anglo-Saxon management
- Preparing for the possibility to continue with a one-year MBA program at one of our six U.S. partner universities (*see below*).

Consultant, communication manager, brand manager, European product manager, financial analyst, manager controller, purchasing manager, international research associate, international sales manager, export commissioner, sales manager for North-America, sales engineer, business intelligence developer...

Eligibility:

- **1st year registration:** Baccalaureat+3 & 180 ECTS (including DUETE & DUETI, European Licence, Bachelor). Mandatory TOEFL IBT with a 79 minimum score.
- **2nd year registration:** Baccalaureat+4 & 240 ECTS (including European Master1 year, MBA). Mandatory TOEFL IBT with a 79 minimum score.

Undergraduate background: international business/management, economics and accounting, international affairs, Law, political sciences, applied foreign languages (LEA), engineers...

ACADEMIC
CALENDAR

Year 1:
Courses from
September to March.
10-week internship
minimum between April
and September.

Year 2:
Courses from October
to April.
16-week internship minimum
between May
and September.

The internships can be made
in France or abroad.

ADMISSION

English native speakers don't
have to assess their English
proficiency.

As the program is fully taught
in English, there is no requi-
rement of French language
proficiency.

Applications start in February
and selections in May.

The French-American Master
program is subject to the
regular French LMD tuitions.
Check our website for up-
dated pricing and application
process.
[https://www.iae.unicaen.fr/
study-at-iae.php](https://www.iae.unicaen.fr/study-at-iae.php)

PARTNERS'
OPPORTUNITIES

FAST-TRACK MBA

Thanks to the U.S. partnerships developed by the University of Caen Normandy, students graduating from the French-American Master have a direct access to the 2nd year of the partners' MBA.

Nominees benefits from privileged registration fees and services.
More information at iae@unicaen.fr

Our MBA partners:

- University of Saint-Thomas, Minneapolis, MN - <http://www.stthomas.edu>
- University of Louisiana, Lafayette, LS - <https://louisiana.edu/>
- Baylor University, Waco, TX - <http://www.baylor.edu>
- Arkansas State University, Jonesboro, AR - <http://www.astate.edu>



CAREER ACCELERATION PROGRAM

The Washington Center for Internships and Academic Seminars (TWC) is a D.C. based leading institution that provides university students with access to congressional internship opportunities in Washington, D.C.. Their program develops the leadership, professional and civic engagement skills needed to excel in today's competitive global environment.

M-MIT graduates can sign up for the *Career Acceleration Program* and benefit from a 14-week internship opportunity on Capitol Hill, with a packaged offer that includes a 40-hour a week internship, visa sponsorship, fully-furnished housing downtown D.C., access to TWC events and career services, and cultural activities.



UNICAEN students will be waived of the application fee and will be eligible for a grant by the *Centre franco-américain* (French-American Center) to help cover the cost of the program (approx. \$8,300 + airfare & meals).



SEMESTER
ABROAD

Potential destinations with
English Business programs:

- United States
- Korea
- Japan
- Thailand
- Switzerland
- Germany
- + selected Erasmus+ partners

OUTSTANDING
U.S. FACULTY

A majority of the M2 year
courses are taught by
visiting professors and
lecturers from AACSB
accredited U.S.
institutions such as :

- Baylor
- UMass Dartmouth
- A-State

YEAR 1

COURSE LOAD

60 ECTS

SEMESTER 1		279H
INTEGRATION WEEK	Presentation of the program, projects Business simulation - Agile management	36h
INTEGRATION ACADEMICS	Management Managing challenges of technological evolution Strategic management - Quality-production-logistics	87h
APPLIED STATISTICS & METHODOLOGY	Methodology - Data analysis - Agile decision making	69h
PERSONAL & PROFESSIONAL DEVELOPMENT (PPD)	Professional project - Tutoring English or French	87h

For international students, English courses will be replaced by a French language introduction or support course.

SEMESTER 2

OPTION 1: SEMESTER ABROAD

Eligible students will be able to enroll at a selection of UNICAEN international exchange partners providing a sufficient number of business courses in English.

More information about the semester abroad : <https://www.iae.unicaen.fr/etudier-a-etranger.php>

OPTION 2: SEMESTER IN CAEN		199H
VALUE CHAIN	Problem solving tools - Managing clients and suppliers - Team building	42h
FINANCE AND TAXATION	Financial management 2 - International Taxation	36h
INTERNATIONAL MANAGEMENT	International marketing - Intercultural management	40h
PPD part 2	Analysis of international news contents - Agile Management - Projects - English/French	81h

YEAR 2

COURSE LOAD

60 ECTS

SEMESTER 1		360H
TECHNICS OF INTERNATIONAL TRADING	International economics Leadership and change management Negotiation and international development IT and project management	93h
FINANCE & LAW	International contracts regulation Corporate financial management International finance Legal environment of business in the USA	93h
CONTEXT OF U.S. BUSINESS	American civilization - Resume and cover letter Business communication/organizational behavior GMAT	78h
MARKETING ET INNOVATION	Entrepreneurship Topics in marketing Business models & creativity Projects	96h
SEMESTER 2		
INTERNSHIP	4 MONTHS (France or abroad)	

TRUST YOUR TALENTS



«When I found out that IAE Caen offered a Congressional Fellowship Program in Washington DC, I didn't think twice. An IAE student working on Capitol Hill, really ?!!»

LUCILE S. - CLASS OF 2020 - TWC CAREER ACCELERATION PROGRAM



« I chose IAE Caen because I wanted to do the French-American Master. My best memory is definitely my semester abroad in Texas, an awesome experience. What I appreciated the most at IAE Caen? The visiting U.S. Professors who came to teach classes in Caen.»

VINCENT B. - CLASS OF 2016

« SENIOR ANALYST PRODUCT COST PLANNING » - TOYOTA, MICHIGAN, USA