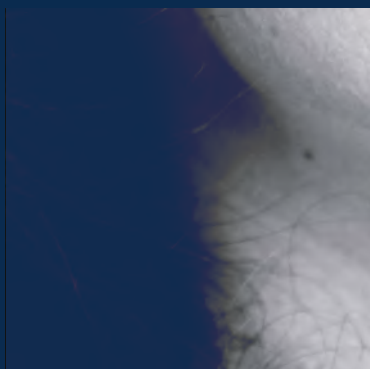




Une grande histoire de management



EXECUTIVE PROGRAM

INTERNATIONAL  
MBA



# THE SORBONNE UNIVERSITY

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With eight hundred years of excellence, the University of Paris Sorbonne is one of the largest universities in France today. Some forty thousand students are enrolled in fourteen academic and research departments and four institutes, which offer acclaimed degree courses in Law, Political Science, Economics, Management and the Humanities.

Located in the heart of the French capital, the Sorbonne is at the center of a rich network of international relations stretching across five continents and continues to play a major role in the development of researchers, academics, judges, lawyers, senior managers and high-level civil servants.

At the crossroads of tradition and modernity, the Sorbonne is a leader in research and academia in European studies, international relations, management and communications.



# MESSAGE FROM THE DEAN

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IAE Paris - Sorbonne Business School is committed to providing our students with the professional skills required to be successful as leaders in their organizations. As a public Business School and part of the French University system, we pride ourselves on being able to offer an academic program that is second to none.

The Sorbonne Business School is universally regarded as an effective, significant and outstanding business school. What makes us unique is the combination of our Executive training experience, the expertise of our faculty involved in applied research, our integration in the business community and our strategic location in the city of Paris.

The training offered at the Sorbonne Business School blends lectures, case studies and teamwork with hands-on experience. As an MBA student, you will join a group of diverse, accomplished and highly motivated classmates who share the desire to become tomorrow's leaders.

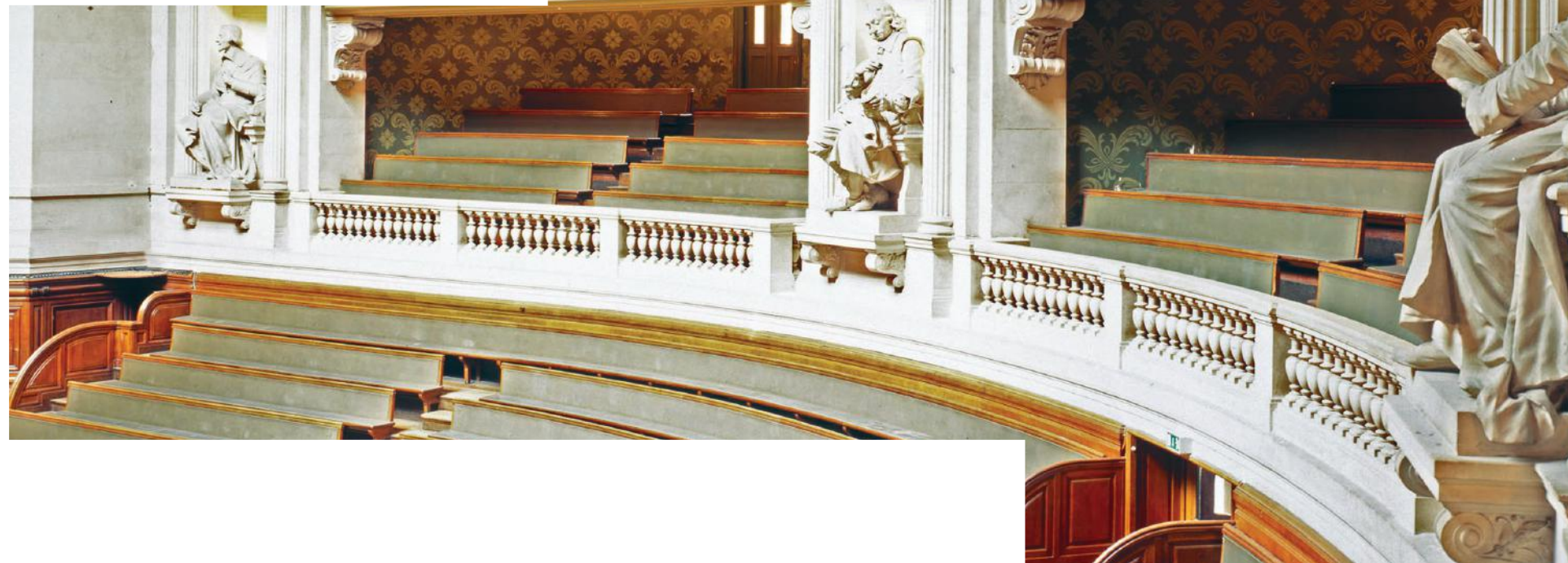
The International MBA is designed to equip and prepare participants to face the global challenges that firms deal with in today's fast changing environment. Students are offered multiple options to explore these issues during the four seminars in Paris, Prague, Brussels and Florence. The program will allow you to complement your existing skills by developing a global vision of business, which is a true career accelerator.

I invite you to embark on a fascinating and life-changing adventure.

Our team is here to support you and make it a successful and rewarding experience.

I believe the International MBA at the Sorbonne Business School will be your gateway to new global career opportunities.

**Eric Lamarque**





# MAKE PARIS YOUR CLASSROOM

Paris is one of the world's leading business and cultural centers. Its influence on business, politics, education, entertainment, media, fashion, science and the arts, all contribute to its status as one of the world's major global cities. Paris and its region produce more than a quarter of the gross domestic product of France.

Paris is home to many international corporations as well as many international organizations such as UNESCO and OECD. With 45 million tourists every year, it is also one of the most popular destinations in the world.

Located in a modern, fast developing business district, IAE Paris – Sorbonne Business School is well connected to the entire city. Public transportation system provides a convenient and easy access to the campus.

## WHAT MAKES US UNIQUE?

### | FACULTY EXCELLENCE

The Sorbonne Business School faculty gathers a mix of distinct international profiles engaged in the Business community for consulting, research and training in international projects in France and abroad (China, USA, Middle-East...).

### | RESEARCH EXCELLENCE

Deeply rooted in the business community, Sorbonne Business School is a major actor in applied research through its six Research groups (Chaires), which include major organizations both private and public (EDF, Vinci, Suez, BPCE, Michelin, GFI, Paris municipality...). The work carried out by these groups,

produces results, which are relevant to organizational practice and contribute to academic knowledge.

### | EXECUTIVE TRAINING EXCELLENCE

Sixty years of experience in executive training brought an expertise in developing participant's actionable knowledge. Business simulations, case studies, real-life business situations, contribute to the learning process. The unique mix of participants sharing a variety of valuable professional and personal experiences is a key component of the success of the program.

## THE INTERNATIONAL MBA

is aimed at professionals who want to give their careers a new meaning and purpose. Whether your goal is to advance your knowledge, or reflect on your path and explore new options, the program is designed to help you develop a strategic vision, reveal your leadership, and equip you with the skills needed in an international, fast changing environment. The Sorbonne Business School help you develop a comprehensive understanding of business issues as well as provide inside and outside the classroom, an international experience that is a true career accelerator.

This is achieved through a rigorous curriculum focused on creating a strong platform of fundamental business knowledge through interactive and innovative teaching methods. Three international seminars provide the opportunity to apply concepts in a real-world setting and integrate various approaches, through group projects.

The capstone of the program is a Professional thesis: it is an applied research project related to a management issue of their choice; it is closely tutored by a faculty member who provides expertise, guidance and advice on methodology. This customized piece is an opportunity to explore a specific topic, set a track record or prepare the next move of a career.

The International MBA offers a variety of Personal development tools and activities to improve participant's leadership and soft skills. Workshops organized throughout the program, are focusing on intercultural management, communication and presentation skills, negotiation, design thinking... The class environment and the diversity of the student body enhance strongly this learning experience.

This part-time program allows participants to study while keeping a full-time employment.

## SEMINARS

### BRUSSELS: COMMERCIAL DIPLOMACY

This seminar addresses the central question of how companies relate to an international environment that includes political, legal and economic risk assessment, business-government relations as well as with supra-national organizations. Visits to companies, federations and the institutions of the European Union in Brussels will help students develop valuable insights into these practices.

### PRAGUE: DOING BUSINESS IN EASTERN EUROPE

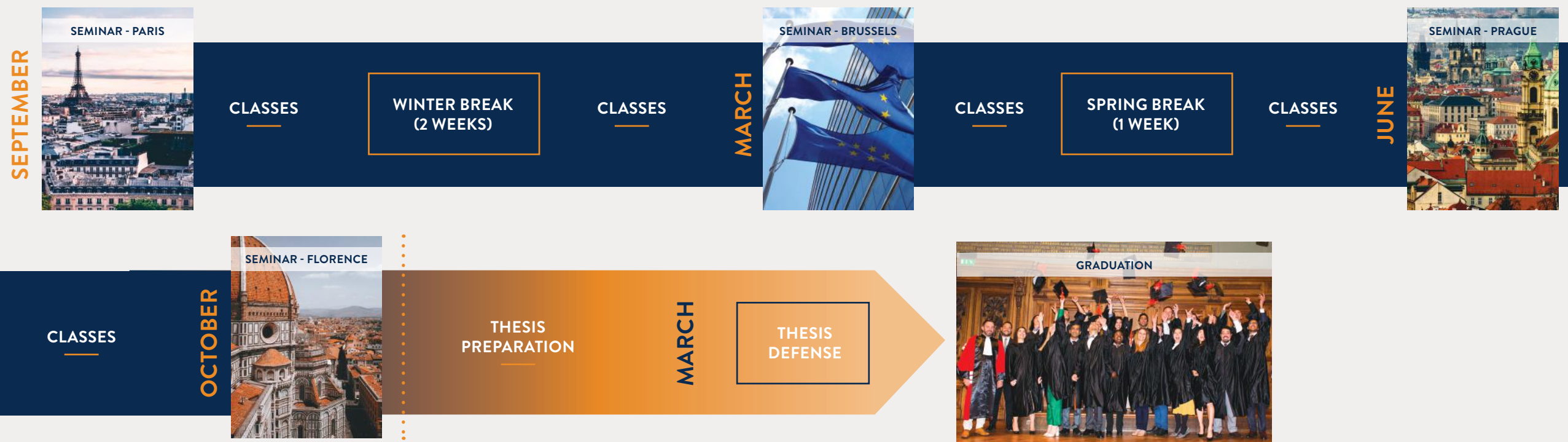
Understanding how to be successful in doing business in Eastern Europe is the main topic of this seminar, which takes place in Prague (Czech Republic). The themes discussed revolve around international Marketing and Strategy. Through interviews with business executives and company visits, students will gain deep insight into these challenges.

### FLORENCE: ENTREPRENEURSHIP AND PROFESSIONAL THESIS

The residence in the Villa Finaly will be dedicated to exploring the diversity of Entrepreneurs in Tuscany as well as designing an entrepreneurial project presented during the seminar. The seminar will also provide an opportunity to reflect on the applied research project that each student will conduct as part of the Professional thesis.

### | THE STUDENTS WHO HAVE FULFILLED ALL OF THE REQUIREMENTS OF THE PROGRAM WILL EARN:

- › A Master Degree in "Droit Economie Gestion, Mention Management et Administration des Entreprises - Parcours Management International" issued by Paris 1 Pantheon Sorbonne University.
- › An MBA certificate issued by IAE Paris - Sorbonne Business School.



# TIMELINE

## PROGRAM ORGANIZATION AND SCHEDULING

The International MBA offers one intake per year, starting in September. The scheduling of the program is compatible with a full time job:

- CLASSES ARE HELD:**
  - Two evenings per week: Thursday and Friday evenings (19.00 to 22.00)
  - Two Saturdays per month (9.00 to 17.00)
- PROGRAM IS 18 MONTHS LONG OVER TWO ACADEMIC YEARS:**
  - From September (Year 1) to October (Year 2): 14 months with required attendance for classes and seminars

- From October (Year 2) to early Spring (Year 2): 4 months dedicated to the preparation of the professional thesis tutored by faculty, with no attendance required.

### TENTATIVE AGENDA FOR THE 4 ONE-WEEK SEMINARS (FULL-TIME):

- Paris: September (Year 1)
- Brussels: March (Year 1)
- Prague: June (Year 1)
- Florence: October (Year 2)

### THESIS DEFENSE IN EARLY SPRING (YEAR 2)

### GRADUATION CEREMONY IN SORBONNE MID TO LATE SPRING (YEAR 2)

FUNDAMENTAL COURSES	INTERNATIONAL SEMINARS
Economics for Managers	Commercial Diplomacy in Europe (Brussels)
Legal environment of Business	Doing Business in Eastern Europe (Prague)
Marketing	Entrepreneurship and Professional Thesis (Florence)
Strategic Management and Organizational Structure	
Financial Accounting	PROFESSIONAL THESIS
Corporate Finance	Methodology preparation
Management of Information Systems	Tutored sessions
Managerial Accounting and Control	PERSONAL DEVELOPMENT, LEADERSHIP & SOFT SKILLS
Entrepreneurship	Orientation
Organizational Behavior & Human Resource Mgt	Communication and group work
Operations & Supply Chain Management	Leadership
	Negotiations
	Design Thinking



# INTERVIEW WITH PIERRE-YVES LAGROUE



## INTERNATIONAL MBA PROGRAM DIRECTOR

### | HOW WOULD YOU DESCRIBE YOUR RELATIONSHIP WITH THE INTERNATIONAL MBA STUDENTS?

From the first meeting, during the application process, we invest in each candidate to understand his or her motivation and personal project. Throughout the program we monitor their progress and help them reflect on their options. This requires a high degree of dialogue, personal attention and coaching.

The outcome is not just beneficial for the students, but also for us as we build relationships that will contribute to the program and college. We limit our program to one class with a maximum of thirty participants in order to maintain this level of interaction and quality of relationship. This is also the spirit of other faculty involved in the program. We work as a team and are committed to providing our students with the support they need. This is key for the development and success of each of our students.

### | YOU HAVE BEEN WORKING IN EXECUTIVE TRAINING GLOBALLY AND MANAGE PARTNERSHIP WITH OTHER INSTITUTIONS THROUGHOUT THE WORLD. HOW DO YOUR MBA STUDENTS BENEFIT FROM THESE VALUABLE PROFESSIONAL EXPERIENCES?

This reflects the positioning of the Sorbonne Business School as well as of its faculty: our practice is intertwined with our teaching and research.

Executive training is a competitive market with global actors. It is key to understand the expectations of

various candidates coming from different countries and industries, as well as to understand how to adapt to different environments. Our programs are designed and continuously improved to meet the needs of the professionals on the market where we are present, either directly or with local partners.

I understand the importance of the leadership, intercultural and soft skills to succeed in global business, and the expertise that I am developing first hand in this business helps us keep our practices up to date for our students. This makes a huge difference for MBA students who treasure our ability to reconcile theory with day-to-day organizational practice.

### | WHAT DIFFERENTIATES THE SORBONNE BUSINESS SCHOOL MBA FROM OTHER MBA PROGRAMS IN PARIS?

Our International MBA gives students a global mindset through intense interactions with different business models and cultures. This is achieved thanks to a very diverse group of student, a globally experienced faculty, international case studies and four one-week European seminars.

MBA students deal with the kinds of decisions professionals have to manage every day in fast-moving, uncertain and multi-cultural business environments.

The Sorbonne Business School nurtures the same vision and values inherited from its parent university that allows us to offer a high-quality educational support within reach, to professionals. The International MBA is the most competitively priced program offered in Paris.



## WHAT OUR GRADUATES HAVE TO SAY

### **Matthias Rehm (Germany)** Contract Manager, Finance, at AREVA

« What was it that pushed me in the direction of the IAE Paris MBA program? Well, around two years later and just about to finish my final thesis, I can tell you that reasons like the Sorbonne reputation, the importance for me not to have to leave my current employment, the competitive price and Paris as a classroom are major points. Besides the very important business know-how and management techniques you will study, the absolute advantage, from my point of view, is the experiences you can share with the professors and the other students who are from all around the world. The discussions we had, in all its controversy, was definitely one of the best experiences I had during the program. That is why I definitely and strongly recommend this MBA program with its fantastic European seminars abroad. »

### **Cristiana Nye (Romania)** Emergency Planning Officer at Global Affairs Canada, Ottawa, Canada

« The best kind of MBA program is one that challenges who you thought you were as a professional and surprises you by unveiling skills and strengths you did not know you had. For me, IAE Paris did just that. I began the program with a set notion of what I wanted to achieve and what I thought I was good at, only to walk away with a renowned sense of self and purpose.

Apart from its academic credentials and location, the program's team-based learning approach, excellent faculty, global perspective and career coaching workshops are its strong suit. It is specifically tailored to working professionals seeking to enrich their business acumen, advance their careers and expand their networks.

Above all, I absolutely loved my class year! The personalities, professional backgrounds and cultural diversities of my fellow classmates enriched my MBA experience. This truly is a world-class program.»

### **Arnaud Lacarrière (France)** France Country Leader at Xilinx, Paris

« For many years now, I've been thinking of complementing my engineering degree with an MBA. A father of three, I couldn't really afford to stop working for a year but my family, especially my wife, was very supportive of the project. Therefore, I looked for a part time MBA. When I discovered the International MBA with IAE Paris, it matched all my selection criteria : part time, at a well-known University, with a small group of students, great teachers and also affordable. Looking back, this was a terrific choice. The program exceeded by far my expectations. It opened my mind to many new areas that I now use on a daily basis. The quality of the lectures, the diversity of the other students and the exchanges with the professors made this experience one of the best in my life. I wish I could do it all over again.»

## WHO ARE OUR STUDENTS?

The IMBA cohorts gathers a diverse group of participants, coming from various countries, with a broad variety of education, experiences (roles, industries or sectors), working for private, public or non for profit organizations. This diversity is a key asset of the learning experience; it enhances the student's exposure and opportunities.

- › Typical<sup>1</sup> cohort class size: **25 students**
- › Average<sup>1</sup> age of participant: **35 years old**
- › Average<sup>1</sup> professional experience: **10 years**
- › Countries of origin<sup>1</sup>: **16 / cohort**

<sup>1</sup>Based on average of last three intakes (2017-2019)



# PROGRAM FEES, REQUIREMENTS, APPLICATION PROCESS

## | PROGRAM FEE IS €19,500

This is inclusive of all tuition fees, University registration fees for 2 academic years, all books and material, seminars abroad (transport, accommodation and activities on site).

Payment schedule: 10% upon signature of the contract, 30% in September, 30% in January and 30% in May.

## | FINANCING YOUR PROGRAM

References of the program for financing purposes:  
National diploma - RNCP Code 34033  
CPF Code : 31667

Nota: students fully self-financing their program will be granted a 20% discount

## | ELIGIBILITY REQUIREMENTS

- › Bachelor's Degree or equivalent (Bac+4 or 240 ECTS)
- › Minimum 3 years of work experience post Bachelor
- › English proficiency: If you hold a degree fully taught in English or if you are a native speaker, you do not require to take any test. Otherwise, a test of English is required (TOEIC, IELTS...)

Applications are processed as they are received, year round.

Steps:

- › Submit a complete application (required documents and application fee)
- › Selection interview (conducted in person or remotely)

Application deadline: June 30th for the intake starting the following September

## | REQUIRED DOCUMENTS

- › Application form
- › CV (resume)
- › Letter of motivation
- › Copy of degrees earned and transcripts
- › Two letters of recommendation
- › A one-page essay in which you will discuss the most significant personal or professional risk you have taken and say what was the outcome
- › Score of a test of English language skills if applicable
- › Copy of Passport
- › Photo ID (electronic)
- › Application fee is €100: provide a copy of application fee payment

- › Study in Paris at the Sorbonne Business School
- › Seminars abroad in Brussels, Prague and Florence

### Degrees earned

- › MBA IAE Paris – Sorbonne Business School
- › Master Management et Administration des Entreprises, Sorbonne Business School – Université de Paris 1

### ONE TRUE INTERNATIONAL MBA

- › Typical<sup>1</sup> cohort class size 25 students
- › Average<sup>1</sup> age of participant 35 years old
- › Average<sup>1</sup> professional experience 10 years
- › Countries of origin: 16 / cohort

- › 19500 € price inclusive of all tuition and activities (seminars)
- › Months to complete the program 18
- › Attendance required for the first 14 months only

<sup>1</sup> Based on average of last three intakes (2017-2019)



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**Contact and application**

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