

# International Semester



# IAE

UNIVERSITÉ SAVOIE  
MONT BLANC

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# Location



IAE Savoie Mont-Blanc  
(site d'Anancy-le-Vieux)



# Students

## Two types of students:

- French students enrolled in master of Management at IAE Savoie-Mont Blanc (or bachelor for few students).
- Foreign students enrolled in master or bachelor in management in a foreign university.

## You have in common:

- to search for a full english environment, you all have at least a B2+ level in English on the CEFR (Common European Framework of Reference).
- to follow high level courses in management;
- to create links between theoretical studies and the exercise of responsibilities in the business world.

# Courses

- 8 different courses.
- All courses are 20 hours courses and represent 5 ECTS.
- No final exam at the end of the semester → continuous assessments.
- You have class every other *week (check on line your time schedule)* so that you have time to work on reports and projects in group.
- Participative pedagogy: serious games, oral presentation, debates...
- In person course except for courses taught by teachers from the UK

# Courses

## **Economics (ECON701\_INTS)** (Sarah Le Duigou, University of Savoie)

→ to give students the economic tools needed to understand and analyze the world from an economic point of view. We focus more specifically on labor economics.

## **Marketing Management (GEST701\_INTS)** (James Watt, University of the West of Scotland)

→ To ensure an immersion in the core principles and concepts of marketing process and operational marketing: what products to sell, to whom, for what price, where, when and how.

# Courses

**Marketing Research (GEST702\_INTS)** (Stephane Ganassali, University of Savoie)

→ To design a clever and efficient research project. To report the results of the study to support marketing decisions makers. To understand the tools (software) and the techniques (like sampling, statistics), needed for properly conducting research projects.

**Information System (INFO701\_INTS)** (Jyoti Bhardwaj, Napier University)

→ to provide students with a grounded exploration of the fundamental role of technology in enabling commercial and industrial organizations.

# Courses

**Human Resources Management (GEST703\_INTS)** (Laurraine Quinn, University of the West of Scotland)

→ To give core competencies that are essential for managers and staff specialists : recruitment, selection, retention practices, compensation, managing at-will employees, evaluating performance, employee development, equal employment opportunities.

**International project management (GEST704\_INTS)** (Amy Church, University of Savoie)

→ Through theoretical and experimental learning, students can develop knowledge and know-how related to key concepts and practices, namely Waterfall and Agile approaches to project management and collaboration in international team that are culturally diverse, multilingual and often working together from a distance.

# Courses

**Negotiation Techniques (GEST705\_INTS)** (Anne Poncet, Conservatoire national des arts et métiers)

→ To give an introduction to some of the key mechanisms that characterize negotiations. Students will learn in a practical environment using role plays and other interactive methods to gain a realistic knowledge of the skills involved in negotiating effectively.

**Finance (ECON702\_INTS)** (Haina Ding, University of Savoie)

→ provides a detailed overview of various financial markets by focusing on different financial instruments and market participants trading them. We will explore mainly traditional investments and, if time permits, derivative products from the perspective of investors.

**Français langue étrangère (FRLE701\_INTS)** French course