

IESE
SCHOOL

BETTER SOCIETY

FULFILL YOUR POTENTIAL - BECOME A RESPECTFUL, DYNAMIC AND PRODUCTIVE BUSINESS LEADER

> A series of specialized Master programs with one ambition: to help you excel as you pursue your career path.

MASTER OF SCIENCE PROGRAMS



IESEG
SCHOOL OF MANAGEMENT

EMPOWERING CHANGEMAKERS FOR A BETTER SOCIETY

MSC IN INTERNATIONAL BUSINESS NEGOTIATION



CLASS PROFILE

ACADEMIC BACKGROUND

26.7%	Business Administration	13.3%	Engineering
20%	International Trade	6.7%	Law
13.3%	Languages	6.7%	Marketing
13.3%	Audit and Finance		

AGE RANGE

40%	< 23
33.3%	23-27
26.7%	27+



CAREER OPPORTUNITIES*

ROLES

- > Asset Management Senior Assistant
- > Business Developer
- > Consultant
- > Customer Representative
- > Customer Success Manager
- > HR and Commercial Consultant
- > Sales Representative
- > Strategic Sourcer

POST-MSC SALARY

- > **€56,646** Average Annual Salary (bonus included)

EXAMPLES OF COMPANIES THAT HAVE RECRUITED ALUMNI

- > COGNIZANT CONSULTING
- > GLOBALEXAM
- > PRISMIC
- > FRENCH MINISTRY OF FOREIGN AFFAIRS
- > EY
- > AL JAZEERA BALKANS
- > GROUPE MONGE
- > RANDSTAD
- > MERCEDES-BENZ
- > WAZE

THE IÉSEG COMMUNITY IS PRESENT ON 5 CONTINENTS



ORIGIN OF OUR CURRENT STUDENTS



LOCATION OF OUR ALUMNI



*2021 Survey led by the *Conférence des Grandes Écoles* with graduates from the 2018, 2019 and 2020 classes of the program which was cross-referenced with LinkedIn and the IÉSEG Network database.

MSc IN INTERNATIONAL BUSINESS NEGOTIATION

CREATING NEGOTIATED SOLUTIONS TO FACILITATE BUSINESS WORLDWIDE



OBJECTIVES

The MSc in International Business Negotiation aims to educate effective, versatile and ethical managers, with strong negotiation skills to work in an international context. It offers participants the opportunity to understand all elements of a negotiation process, and to fully engage in an interdisciplinary analysis of negotiation in a global environment. Participants learn about their own negotiation style, master the art of communication, and develop relational skills, which are of key importance for constructive negotiation processes. They develop the ability to effectively drive change, generate creative solutions, and to engage in different contexts. Furthermore, students will gain an understanding of how to apply these negotiation skills to international business settings, such as sales, business development, and dispute resolution.



ADVANTAGES

- > An entire year of experience in negotiation and related fields: business management, communication, leadership and conflict management, etc.
- > A toolkit for having global negotiation skills, strategies and approaches, including an awareness and appreciation of cultural differences
- > Access to an essential network of contacts in companies through our practitioners' series and the IÉSEG Center on Negotiation (ICoN)



IÉSEG CAMPUS

- > PARIS-LA DÉFENSE



ADMISSION REQUIREMENTS

- > Minimum: Bachelor's Degree in any field from a recognized institution.




IN PARTNERSHIP WITH

KAM
The Association for
Key Account Management

L'ORÉAL

For more information: www.ieseg.fr/en/msc-negotiation/



“A program with global relevance, tailored for the managers who want to lead and bridge the divide!”

Dr. Fawaz BADDAR
Academic Director,
Professor of International
Negotiation

■ ZOOM ON... A HANDS-ON LEARNING STYLE

The program focuses on a hands-on learning style. Courses are taught by skilled instructors who come with a wealth of experience from industry and academia that aim to make you world-class negotiators.

Our courses are a mix of theory and practical applications, where students practice negotiation in a risk-free environment and leave the program with an action plan for their future. When you join the program, you will find yourself in one of the most culturally diverse learning environments, actively promoting openness and intercultural skills.

We help our students to reach their full potential, encourage them to build their confidence, and apply the knowledge and skills that they gained in their daily activities. This has included activities such as participating in local and international negotiation competitions (IÉSEG – winner of the 2018 Warsaw Negotiation Round).

■ PARTNERSHIP

Key Account Management Professional Diploma

Acquiring a professional qualification in Key Account Management® (KAM®) helps to demonstrate to companies that students are up-to-date and multiskilled employees. To support our graduates' careers, IÉSEG has partnered with the Association of Key Account Management® (KAM®) to provide them with a competitive edge in the job market by earning a professional diploma in KAM®. This diploma represents a leap forward for candidates wanting to demonstrate their credentials.



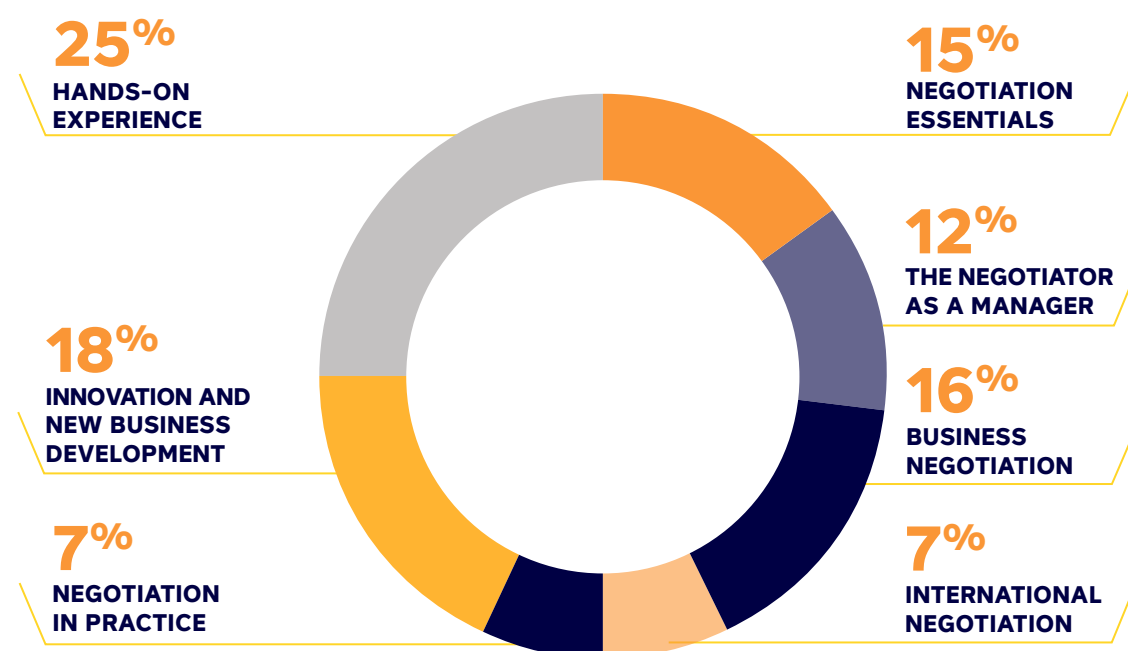
Hami,
Graduate – Germany

I am currently Alliance Partner Manager Northern EMEA and APAC at Aircall in Paris, where I lead the effort to build and develop alliances with our strategic partners in those regions. Prior to this, I worked as a Key Account Manager Europe at Questel in Paris. Before joining the School, I founded my own company.

It is my belief that many functional areas of businesses can and will be partially substituted by technology (i.e. artificial intelligence). However, business relationships are based on human trust and require strong interpersonal skills, which cannot be achieved through technology. The MSc in International Business Negotiation equipped me with the right toolset to manage processes and people within a cross-functional and intercultural context. The negotiation program attracts people with a similar mindset. To this day, I have kept close contact with our classmates in both, business and private life.

PROGRAM STRUCTURE

(Figures indicate the percentage of the program devoted to each subject area.)



NEGOTIATION ESSENTIALS

15%

- > Communication Diversity in Negotiation
- > Complex Negotiation
- > Decision Games and Negotiation
- > Historical Perspectives on Diplomatic Negotiation
- > Mediation
- > Practical Negotiation Skills
- > Psychology of the Negotiator

THE NEGOTIATOR AS A MANAGER

12%

- > Accounting for the Decision Makers
- > Change Management
- > Negotiating Contract and Law
- > Effective Leadership
- > Negotiating Employment Relations
- > Project Management

BUSINESS NEGOTIATION

16%

- > Business Ethics and CSR for Negotiation
- > Customer Success Management
- > Key Key Customer Relationship Management
- > Purchasing
- > Sales Management
- > Sales Techniques
- > Supply Chain Coordination and Procurement

INTERNATIONAL NEGOTIATION

7%

- > Culture and Negotiation Strategies
- > International HRM
- > Leadership and Innovative Negotiations
- > Negotiation Skills Practice: A Multi-Party EU Relations Framework

NEGOTIATION IN PRACTICE

7%

- > Mediation in Business and Workplace
- > Meet the Practitioners Series
- > Negotiation Research Methodology

INNOVATION AND NEW BUSINESS DEVELOPMENT

18%

- > Business Consultancy in a Digital Environment
- > Career Program
- > Creativity and Design Thinking
- > Entrepreneurship and New Business Development
- > Language Courses

HANDS-ON EXPERIENCE

25%

- > Capstone Project: 4-to 6-month internship or work experience anywhere in the world. Alternatively, students can opt for a consulting project or a thesis.

Alongside the courses, the program offers various workshops and corporate events to further develop students' personal and professional skills. These cover a range of topics, from conflict management in cross-cultural environments to intercultural communication.



ADMISSION PROCESS

2 types of candidates are eligible to apply for the MSc programs:

- International candidates that have graduated (or will graduate) from a Bachelor degree (minimum)
- Candidates from the French Education system that have graduated (or will graduate) from a Licence (minimum)

APPLICATION PROCESS

Admission is via an online application at apply.ieseg.fr, the review of the supporting documents and an online conversation with a recruiter. A rolling admission is offered to qualified candidates starting in October 2021.

Application Checklist for all the MSc programs

- Online application form
- Recent CV/Resume
- English proficiency test for non-native speakers: IELTS 6.5, TOEFL IBT 85, TOEIC 4 skills 850, Duolingo 105, Cambridge Exam B2 - students with IELTS 6.0, TOEFL IBT 75, TOEIC 4 skills 800, Duolingo 100, Cambridge Exam B2 will also be considered
Native English speakers or candidates who have had two years of courses taught in English are exempt.
- Transcripts and diploma
- GMAT/GRE is a plus (yet not mandatory)
- Copy of passport
- €100 application fee

There are specific admission requirements for each of the proposed degree programs. For more information, please refer to the individual program pages.

Application Deadlines

January 2022 intake (MSc in International Business in Lille only):

- November 14th 2021 for all candidates
- Early bird deadline: October 17th 2021

September 2022 intake

- May 31st 2022 for all candidates
- Early bird deadline: January 16th 2022



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