

University Paul Verlaine-Metz (UPV-M)

Master's Degree in International Business - *Languages and Management Administration des Affaires, spécialité Affaires internationales (LEM)*

Today, many business administration positions require a Master's Degree. The Master's in *International Business - Languages and Management (LEM)* prepares students for manager positions in the field of **international** business. But unlike traditional international business programs, the LEM Master's program proposes a cross-cultural approach facilitated by the cooperation of international faculty and professionals.

The LEM Master's Degree is targeted at students with Bachelor's degrees that combine management or applied economics **and the study of at least two languages (+ French)**, one of which has to be **English** and the second **German, or Italian, or Spanish**. Practice of a third foreign language is optional but welcome.

The LEM Master's Degree gives students a chance both to better their language fluency, knowledge of foreign cultures and intercultural/cross-cultural issues, and their competence in such disciplines as finance, marketing, management, international commerce and international law.

This is achieved thanks to classes taught by competent UPV-M faculty, by visiting professors from partner universities abroad, and by highly specialized French or foreign professionals. Classes/seminars are in English, German, Italian or Spanish – and French.

The LEM curriculum includes internships – three months at least in the first year, six months in the final year. Students are *required* to do either of these internships (and *strongly encouraged* to do *both*) abroad. A criterion for admission to the program is previous participation in an **Erasmus/Socrates exchange** or **successful completion of an internship abroad**.

First-year program content

♦ *Language curriculum (English, and German or Spanish or Italian)*

- applied language
- written communication skills
- presentation techniques
- cultural comportment and environment
- third foreign language (**optional**) – the third language can be German, Spanish, Italian, Polish, Dutch, Chinese, Japanese.

♦ *Management*

- commercial company management
- budgetary management
- marketing
- international commerce

♦ *Interpersonal and professional Communication skills*

The curriculum includes mandatory student participation in a ***tutored project***.

A ***three-month internship*** is mandatory, preferably **abroad**, or else in a foreign company or organization. The internship report is written and defended in a foreign language.

Second-year program content

♦ *Language curriculum*

- written and oral communication skills
- negotiation in a bilingual/bicultural environment
- third foreign language (optional)

♦ *Management*

- comparative economics and law
- strategies of development on foreign markets
(intercultural negotiation; entering foreign markets; creation and purchase of companies; investment and risk assessment)

- seminars: human resource management, international management, international finance, international banking.

The second year includes a **mandatory six-month internship** preferably in a foreign country (from March through September). The internship report is written and defended in a foreign language.

[A presentation of the Master's is available at: <http://www.esm.univ-metz.fr/M2LEM.htm>].

Prerequisites for admission to the LEM Master's degree

For admission to the LEM Master's, applicants must hold a **bachelor's degree or equivalent** from an accredited university or college.

No applicant will be admitted unless he/she can prove fluency in English and in one of the following languages: German, Spanish, Italian. The applicant must also have a good command of French.

Applicants are expected to have taken at least basic courses in accounting, economics, marketing, law. Attention will be paid to how many credits they have earned in these subjects in their own countries.

International applicants are required to submit

- a two-page **written statement of their professional goals** and of the reasons why they are interested in the program;
- a current **resume** or CV;
- the **official and original transcripts of their bachelor's grades** (if not in French, English, German, or Spanish, the transcripts have to be translated);
- **two reference letters** attesting to the applicant's academic potential and motivation

No application for the first session of admission will be considered after June 15, 2007 However, a second session of admission will be held in early September 2007; for that session, the file must reach its destination before **August 3, 2007**.

For completion of their application, applicants are required to fill in a form, which can be downloaded at: <http://ves.univ-metz.fr/> (then click on VES).

Once filled in, the form has to be mailed to

UFR ESM-IAE,
Technopôle Metz 2000
3 place Edouard Branly
57070 METZ, France.

➤ As this form can be used by applicants for several Master's in management, make sure you tick the box "**Administration des Affaires / Affaires internationales / Langues étrangères et management**".

For further information, contact: magali.puyjarinet@univ-metz.fr.