

The logo for IPAG Business School, featuring the letters 'ipag' in a white, lowercase, sans-serif font on a teal background. The 'i' has a small orange dot.

ipag

Business School

Paris Nice Kunming Los Angeles



INTERNATIONAL PROGRAMMES

Internationally Recognised / State Accredited Degrees

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“ IPAG Business School enables students to broaden their professional horizons in a stimulating, challenging and international environment. ”

Dr Bernard TERRANY - Director of Development & International Relations



YOUR KEY TO SUCCESS

**3rd BEST FRENCH
BUSINESS SCHOOL**
in the Shanghai ranking

CGE & EESPIG
accredited
AACSB
member



3,500
students



10,500
alumni



99%

graduates hired within 6 months



€47K

average yearly salary



8

double master degree programmes



84

nationalities



2

campuses
in France



2

associate campuses in China
and the USA

**STUDY AT A TOP-RATED BUSINESS SCHOOL !
State accredited degrees for over 25 years**

Ranked as one of the world's best schools in the Shanghai ranking

WELCOME TO IPAG

How can you plan your own future in today's rapidly changing world?



At IPAG Business School, we believe self-confidence can be achieved with professional and human experiences and a strong community in this fast moving environment.

With IPAG's challenging instruction and training, you will be:

- ▶ **Ready to emerge in your chosen career pathway and design opportunities for the future**
- ▶ **Ready to transcend restrictions and borders**
- ▶ **Ready to bring talents together and drive evolution of teams**
- ▶ **Ready to take on new challenges and surpass yourself**
- ▶ **Ready for innovation and commitment**

At IPAG, we educate leading-edge and broad-minded managers for a dynamic, fast-changing global environment. Our alumni are agile business leaders, open to others and open to the world, aware that success results from a collective effort.

Are you ready to join us and take on innovation?

BEYOND KNOWLEDGE



Innovative and High-quality research with impact on society and business are at the heart of our programmes.

IPAG Lab is IPAG Business School own research laboratory. Thanks to its cutting-edge and innovative research, our programmes are filled with up-to-date ideas and precious scientific insights.



IPAG LAB IS RECOGNISED AS A LEADING RESEARCH CENTRE IN FRANCE, EUROPE AND ALL OVER THE WORLD WITH:

Over **70**
researchers

4 international
symposiums held at
IPAG each year

A ranking position as **one of the World's best research**
laboratories for economics in the 2017 Shanghai Ranking

Over **150**
publications each year

Partnerships with
many **prestigious**
institutions

THE FRENCH EXPERIENCE



The Paris Experience



Paris is a particularly innovative and dynamic city.

Feel the real soul of Paris in the heart of the city and experience a student life like no other. Paris is now one of the world's most cosmopolitan city, home to an incredible cultural diversity and wealth.

The world's capital of fashion and gastronomy truly has something for everyone.

CULTURE

For centuries, Paris has been central to the development of artistic movements. Discover the world's most famous artworks in the 150 museums and exhibitions around the city. In France, students under the age of 26 can enter the public museums free of charge.

HISTORY

Feel as inspired as Hemingway, Sartre and Simone de Beauvoir at cafés Les Deux Magots and Café de Flore. Step back in time and visit the ruins of the Gallo-Roman thermal baths, the Pantheon and many other landmarks.

FASHION

With the famous Champs Elysées, Rue Saint Honoré or Les Galeries Lafayette, Paris is the perfect shopping destination. A 10-minute walk from IPAG stands the world's first modern department store: Le Bon Marché.

LEISURE

Unwind in one of the city's largest and most elegant gardens, Jardin du Luxembourg, just a 10-minute walk from the campus. Paris is full of creative, unusual and high-spirited places to go for a drink with friends.



The **Nice** Experience

Nice is one of France's most vibrant and culturally rich cities.

Located on the French Riviera the city is only a few kilometres away from Monaco, Cannes, Saint Tropez & Italy.

The ultimate outdoor destination, Nice enjoys sunshine around 300 days per year and offers a range variety of activities, from quiet farniente to adrenaline inducing activities.

SPORT

Nice is perfect for outdoor activities. Surrounded by the Alps and the Mediterranean Sea, the city offers many beach activities, including jet skiing or parachute tour on speed boats as well as mountain sports.

HISTORY

Nice's perfect mix between French, Italian and Victorian architecture confirms the city's international tradition. History and art lovers will enjoy many internationally acclaimed landmarks and museums.

CULTURE

There is more to see in Nice than the city itself. At walking distance or with public transportation, you will find everything you need for a gateway from your daily life: tourist attractions, quiet beaches, mountains and two other countries.

LEISURE

Nice is an incredibly buzzing student city with a vibrant nightlife and festive tradition. Just near IPAG's Nice Campus, you will undoubtedly find multiple pubs to go have a drink with friends.

BEYOND BORDERS



ALBANIA

- Polis University - **Tirana**

ARGENTINA

- Universidad Maimónides - **Buenos Aires**

AUSTRALIA

- Curtin University of Technology - **Perth**
- University of Newcastle - **Newcastle**

AUSTRIA

- International Management Center - **Krems**
- Fachhochschule Studiengänge - **Vienne**
- Vienna University of Economics and Business - **Vienne**

BRAZIL

- IBMEC - **Rio de Janeiro**
- SENAC São Paulo - **São Paulo**
- Universidade do Estado de Santa Catarina - **Florianópolis**
- Fundação Armando Alvares Penteado - **São Paulo**

CANADA

- Mount Royal College - **Calgary**
- Confederation College - **Thunder Bay**
- Université de Québec - **Chicoutimi**
- University of The Fraser Valley - **Vancouver**

CHILE

- Universidad La Mayor - **Santiago de Chile**

CHINA

- Lingnan University - **Hong Kong**
- North-West University of Politics and Law - **Xi'an**
- South-West University of Finance and Economics - **Chengdu**
- Nankai University - **Tianjin**
- Jiangxi University of Finance and Economics - **Nanchang**
- Yunnan Normal University - **Kunming**
- Zhejiang University, School of Management - **Hangzhou**

DENMARK

- Syddansk Universitet - **Odense**

FINLAND

- Helsinki Metropolia University of Applied Sciences - **Helsinki**
- HAAGA Helia Helsinki - **Helsinki**
- Tampere University of Applied Sciences - **Tampere**

GERMANY

- Fachhochschule Heilbronn - **Heilbronn**
- Fachhochschule München - **Munich**
- Hochschule für Technik und Wirtschaft Dresden - **Dresde**
- Wiesbaden Business School - **Wiesbaden**
- Hamburg University of Economics and Politics - **Hamburg**
- Fachhochschule Worms - **Worms**
- Hochschule Neuss für Internationale Wirtschaft - **Neuss**
- Nordakademie - **Elmshorn**
- Fachhochschule Köln - **Cologne**

GREECE

- University of Macedonia - **Thessaloniki**
- Institute (TEI) of Larissa - **Larissa**

INDONESIA

- Narotama University - **Surabaya**

IRELAND

- Galway-Mayo Institute of Technology - **Galway**
- Waterford Institute of Technology - **Waterford**
- IT Tallaght Dublin - **Dublin**
- Limerick Institute of Technology - **Limerick**
- Tralee Institute of Technology - **Tralee**

ITALY

- Università di Roma « La Sapienza » - **Rome**
- Università di Roma « Tor Vergata » - **Rome**
- Università di Firenze - **Florence**
- Università di Genova - **Genoa**
- Università di Trieste - **Trieste**
- Politecnico di Torino - **Turin**
- Università di Siena - **Siena**
- Università di Palermo - **Palermo**
- Università di Bologna - **Bologna**

JAPAN

- Meiji University - **Tokyo**

LATVIA

- Banku Augstskola - **Riga**

LOS ANGELES

MEXICO

- Universidad Iberoamericana - **Mexico**
- Universidad La Salle - **Mexico**
- Universidad La Salle - **Morelia**
- Universidad Autónoma de Guadalajara - **Guadalajara**
- Escuela Bancaria y Comercial - **Mexico**
- TEC de Monterrey (ITESM) - **Monterrey**

NETHERLANDS

- Windesheim University of Applied Sciences - **Zwolle**
- Hogeschool Inholland - **Diemen**
- Hogeschool Zeeland - **Flessingue**

PERU

- Universidad Peruana de Ciencias Aplicadas - **Lima**

POLAND

- University of Economics - **Katowice**
- Wrocław University - **Wrocław**
- University of Gdansk - **Gdansk**

PORTUGAL

- Instituto Politécnico de Santarém - **Santarém**

UNITED KINGDOM

- University of South Wales - **Newport**
- University of Bournemouth - **Poole**
- University of Greenwich - **London**
- University of Hertfordshire - **Hatfield**
- Edinburgh Napier University - **Edinburgh**
- Nottingham Trent University - **Nottingham**
- Liverpool John Moores University - **Liverpool**
- Essex University - **Colchester**
- London South Bank University - **London**
- Sheffield Hallam University - **Sheffield**
- Salford University - **Manchester**
- University of Huddersfield - **Huddersfield**



130
partners
universities

35
countries

UNITED STATES

- Alverno College - **Milwaukee**
- The State University of New York - **Oswego**
- Central Michigan University - **Mount Pleasant**
- University of California - **Riverside**
- Truman State University - Kirksville - **Missouri**
- Auburn University - Auburn - **Alabama**
- Michigan Technological University - **Houghton**
- University of Missouri - **Columbia**
- College of Staten Island - CUNY - **New York**
- Miami Dade College - **Miami**
- New Jersey City University - **Jersey**
- University of New Mexico - **Albuquerque**

RUSSIA

- Russian State University of Trade and Economics - **Moscow**
- The State University Higher School of Economics - **Moscow**
- Plekhanov University Moscow - **Moscow**

SOUTH AFRICA

- Cape Peninsula University of Technology - **Cape Town**

SOUTH KOREA

- Kyung Hee University - **Seoul**
- Busan Pukyong University - **Busan**
- Kyungpook National University - **Daegu**

SPAIN

- Universidad Complutense de Madrid - **Madrid**
- Universidad de León - **León**
- Universidad de Alicante - **Alicante**
- Universidad de Oviedo - **Oviedo**
- EAE Business School - **Madrid**
- Universidad Miguel Hernández de Elche - **Elche**
- Universidad de Murcia - **Murcie**
- Universidad Rey Juan Carlos I - **Madrid**
- Universidad del País Vasco - **San Sebastián**
- Universidad Pública de Navarra - **Pamplona**
- Universidad de Valladolid - **Valladolid**
- Escuela Europea de Negocios - **A Coruña**
- Universidad Politécnica de Valencia - **Valence**
- Universidad Pablo Olavide - **Seville**

SWEDEN

- Linnaeus University - **Växjö**

SWITZERLAND

- FHNW - Brugg & Olten - **Olten**
- University of St. Gallen - **Saint Gallen**

TAIWAN

- Fu Jen Catholic University - **Taipei**

THAILAND

- Ramkhamhaeng University - **Bangkok**

TURKEY

- Istanbul Bilgi University - **Istanbul**
- Atatürk University - **Erzurum**

URUGUAY

- Universidad de Montevideo - **Montevideo**

VIETNAM

- Vietnam University of Commerce - **Hanoi**
- Académie de commerce et de journalisme - **Hanoi**

BEYOND AMBITIONS

From Start-up to multinational companies, from France to China, The United States, Australia, South Africa or Brazil, IPAG Alumni are now developing their careers on all 5 continents at a very fast pace.

99%

students hired
within 6 months



75%

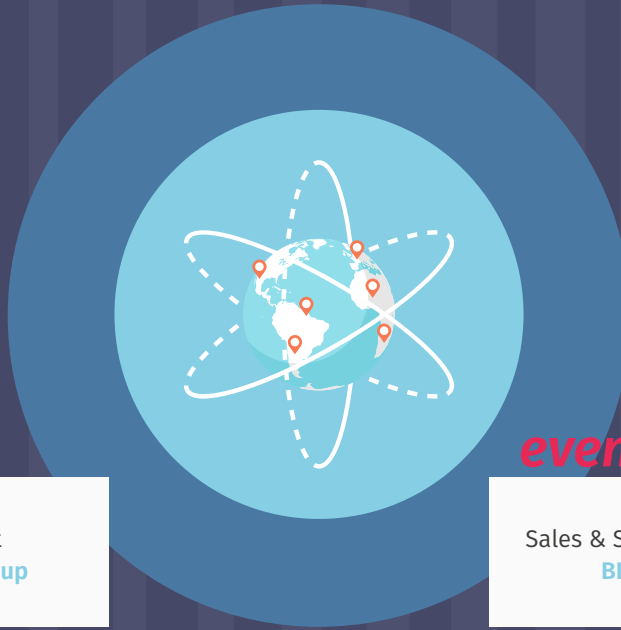
graduates hired as managers
after graduation

41K€

the average yearly salary



Over 10,500 IPAG alumni
just as many
inspirational careers



fashion

Anna T
General Assistant
BCBG Max Azria Group
Canada

event planning

Hadrien M
Sales & Social Media Assistant
BKK French Tour
Thailand

start up development

Marian B
Business Developer
Take Eat Easy
United Kingdom

tourism

Valentine L
HR Assistant
Hotel Majestic Barrières
France

sustainable development

Sophie E
Technical Project Coordinator
GBCA
Australia

marketing & communication

Stephanie V
International Media Manager
Publicis Group
France

human resources

Antonio M
HR Generalist
MAPEI S.P.A
Italy

retail

Monique R
Buyer
Shoprite
South Africa

international relations

Stephan M
Attorney-at-law & Business
Policy Strategist
International Labour Organization
Jamaica

entrepreneurship

Alejandro A
CEO
Reppy
Mexico

CAREER DEVELOPMENT SERVICES

Career Center

Your career plan is unique.

Catering to your individual needs, we provide one-to-one careers consultations, to talk about career plans, help you produce CVs, advise on interview techniques, help you find the career path that is the best fit for you. And offer insights into companies and sectors.

Corporate Relations

IPAG's network includes over 800 companies, all of which are fully aware of your strengths, professionalism and career aspirations.

Our Corporate Relations team maintains close contact with hundreds of potential employers and innovates to maximise your opportunities to meet and network with different companies on numerous career development focused events.

In addition, our Alumni Relations team also helps you find relevant connections in the industry you wish to target and links you with alumni among the worldwide and committed IPAG Family.



JOB SEARCH ASSISTANCE

Job board & directory

All IPAG students receive access to a database of more than 10,500 alumni across all the school's classes, programmes and nationalities.

IPAG Alumni are ready to share about their success and careers. Use the directory to grow your network, make connections with alumni working all around the world and in a large variety of fields, or reconnect with old friends!

In addition, the platform also provides access to an online job board dedicated to IPAG students and alumni with many job, internship and apprenticeship offers advertised daily!

Recruiting forum

Every year, all IPAG students participate in the IPAG Career Day, the school's largest recruiting events gathering over 130 recruiters, 70 companies and 1,000 students.

Browse through hundreds of job offers, bond with companies and recruiters, develop your professional network and find the perfect job, internship or apprenticeship for your profile.

*Every year,
10 500 contacts
over 6 300 job offers*

Over 70 recruiting companies including :

PRINTEMPS

ACCORHOTELS
Feel Welcome

Calvin Klein

PIERRE HERMÉ
PARIS

IKEA

LANCEL
PARIS

TOMMY HILFIGER

Marriott

GOING BEYOND AS ONE



A strong team spirit and a buzzing student life are at the core of IPAG's DNA
Develop good interpersonal skills, an open mind and sound judgment.
IPAG Students benefit from over 40 Associations and as many opportunities
to share ideas, develop their own projects and improve their soft-skills

Create your own associations

to follow your passion and build core relationships within your IPAG family.

Join one of the many existing student organisations

on sports, arts, culture, student life and a wide range of activities.

Discover yourself

and explore how individual characteristics and communication impact and shape your leadership style.



Engage in one of IPAG's consulting missions

lead by students. Participate in funding, developing and designing digital communication strategies of 2 humanitarian associations: IPAG Mumbai for the schooling of children in India and IPAG Annapurna for the development of organic farming in Nepal.

There are many opportunities to kick-start your leadership journey in a fun and creative atmosphere on and off campus at IPAG.



IPAG is an academic, cultural and human experience

The school's large community of international students has its own dedicated association to make sure you make the most out of your stay!

Global IPAG

is a team of over 30 students committed to helping International students integrate the school, discover the city and enjoy their time at IPAG in Paris or Nice.

JOIN THE IPAG FAMILY !

Extra-curricular activities provide priceless opportunities for international students to gather, meet their French peers and integrate the IPAG family.

Global'IPAG regularly organises a wide range of events for international students including:

- ▶ Integration parties
- ▶ Weekly cultural visits to discover Paris and Nice's places of interest
- ▶ Chinese new year party
- ▶ Monthly afterworks
- ▶ And many others

At IPAG, each international student gets sponsored by a member of Global'IPAG. They will take them through their IPAG journey and help them with administrative issues they might encounter during their stay.

Global'IPAG also provides assistance

with housing and accommodation through professional partnerships they constantly develop

MBA

- ▶ **CAMPUS** : Paris
- ▶ **DEGREE** : Master
- ▶ **LANGUAGE** : English or French
- ▶ **ENTRY LEVEL** : 3-year degree or 4-year degree
- ▶ **DURATION** : 2 years for 3-year degree students / 1 year for 4-year degree students
- ▶ **INTAKES** : October & March
- ▶ **TUITION FEES** : 10,000€ year / MBA in English
8,700€ year / MBA in French



MBAs are modern and dynamic International programmes designed for students who wish to evolve on the international scene and make an impact with an innovative state of mind.

MBA graduates possess the technical, professional, personal and creative capacities to optimise business and the world for the better.



For further and more detailed information, please visit
WWW.IPAG.EDU/EN

Develop priceless managerial skills

MBA programmes particularly complete and provide the key components that makes a company internationally successful including:

- Managing across cultures
- Sustainability Management
- Inclusive leadership & team building
- Creativity, Innovative spirit & risk assessment

Get access to an important and diverse business network

At IPAG, MBA students have access great networking opportunities and have access to the school's entire alumni directory with an incredibly diverse spectrum of skills and specialisations.

Get better chances for a higher salary

The average salary for IPAG MBA graduates is significantly higher than the salary of regular Master degree holders.

Get professional experience before graduating

Benefit from 6 months of work experience, working as an intern over the last semester.

4-year degree → ENTER MBA IN 1 YEAR



ENTRY LEVEL FOR 4-YEAR DEGREE STUDENTS

4 specialisations delivered in English or
6 specialisations delivered in French

Choose a MBA specialisation and design your perfect professional profile catering to your career goals and personal interests.

IF YOU HAVE A BACHELOR DEGREE

MBA students are trained to become versatile and diverse professionals. For students with a degree level, IPAG's MBAs first year consists in a full year based on the acquisition of essential skills to turn into an effective manager. Get a broad and deep knowledge of the business world.

With a Bachelor Degree → ENTER MBA IN 2 YEARS

ENTRY LEVEL FOR 3-YEAR DEGREE STUDENTS

Join in the IPAG MBA in two years and learn all the basics of management, marketing and business before choosing a specialisation.

MAIN SUBJECTS INCLUDE:

- ▶ Intercultural Management
- ▶ Digital Marketing
- ▶ Finance
- ▶ Business Strategy
- ▶ Negotiation
- ▶ Project Management

IPAG MBA's first year is a particularly enriching experience in which students from a variety of experiential backgrounds and expertise gather together and share their knowledge.

MBA programmes in English



IPAG is an international oriented business school. Our MBA specialisations delivered entirely in English are key to starting an international career. IPAG's MBA specialisations include an internship and a dissertation in final year. They are built around a set of core courses based on Management, Communication, Finance, Law and Business Ethics & specialisations classes.

During the MBA, students design their own pathway according to their career plans and interests by choosing one of our 4 specialisations.

Specialisation in International Trade Management

This specialisation provides a strong expertise in international business and logistics with a focus on sustainability and e-commerce.

Specialisation courses focus on :

- ▶ International Trade Practices
- ▶ Supply Chain Management
- ▶ Digital Commerce
- ▶ Sustainable Development

CAREER OPPORTUNITIES

Graduates can access all industries all around the world. They find themselves endorsing varied roles such as **International Sales Managers** or **International Marketing Managers**, **Import/export Consultants**.

Specialisation in Food Business Management

This specialisation addresses the challenge of internationalisation in the food industry to help graduates drive growth into the sector.

Specialisation courses focus on :

- ▶ Food Brand Management
- ▶ Agricultural Policy
- ▶ Sustainable Food Systems
- ▶ European Wine Market

CAREER OPPORTUNITIES

Graduates typically take on a variety of management roles for **global commercial food and hospitality companies** in **Sales, Business Development or Marketing**.

Specialisation in Luxury Brand Management

This specialisation focuses on cutting-edge marketing techniques and new technologies for a rapidly changing industry.

Specialisation courses focus on :

- ▶ Luxury Brand Management
- ▶ Anti-Marketing
- ▶ Luxury e-tail & Retail
- ▶ Counterfeiting & CSR

CAREER OPPORTUNITIES

Graduates start their careers in positions such as **Luxury Sales Managers**, or **Product Manager** with market leaders such as Dior, Chanel, state-of-the-art designers or in the **Luxury Hospitality Business**.

Specialisation in Energy & Sustainable Development Management

This specialisation focuses on both business and technology with a strong focus on sustainability and renewable energy.

Specialisation courses focus on :

- ▶ Public Relations management
- ▶ Strategic Communication
- ▶ Cultural Marketing
- ▶ Event & project Management

CAREER OPPORTUNITIES

Graduates participate in developing new opportunities, assess the **quality** and **value** of new investments or can work as **Sustainability Consultants** in the **Energy Industry** and non-profit organisations.



MBA programmes in French



IPAG also offers a wide range of MBA specialisations delivered in French. French MBAs specialisations include a set of core courses, a dissertation an internship and based on Management, Business Ethics, Business Strategy and Negotiation as well as specialisations classes.

Students can tailor their studies by choosing a specialisation in line with their career goals and interests for their final year of study.

Specialisation in Finance



This specialisation aims at providing the best management skills applied to finance to succeed in this rigorous industry.

Specialisation courses focus on :

- ▶ Financial analysis
- ▶ Management Control
- ▶ Cash Flow Management
- ▶ Audit Management

CAREER OPPORTUNITIES

Graduates can access high level managerial positions in **risk management, cash-flow management, consultant firms and audit companies.**

Specialisation in Tourism



This specialisation lets students benefit from the French expertise in tourism with a sustainability-oriented business sensibility.

Specialisation courses focus on :

- ▶ Tourism concept & issues
- ▶ Tourism sustainable development
- ▶ Marketing & Event Management
- ▶ Customer Relationship Management

CAREER OPPORTUNITIES

Graduates typically find themselves **managing product portfolios, marketing activities or designing business-development strategies in the tourism industry.**

Specialisation in Project Management



This specialisation aims at providing cutting-edge management and communication skills needed to lead a team to success.

Specialisation courses focus on :

- ▶ Human Resource Management
- ▶ Logistics & Supply Chain Management
- ▶ International Strategic Management
- ▶ Ethics & Sustainable Development

CAREER OPPORTUNITIES

Graduates are multi-skilled and can start their careers as project managers in different fields including **marketing, sales, supply chain management, finance and many others** according to their personal interests

Specialisation in Fashion & Art Management

In the world's capital of fashion, this specialisation trains managers in the industry's specific finance, marketing and strategic techniques.

Specialisation courses focus on :

- ▶ Brand Management
- ▶ Digital Marketing
- ▶ Fashion Development
- ▶ Luxury Merchandising

CAREER OPPORTUNITIES

Graduates are prepared for a creative career in a competitive industry as communication and marketing managers, product managers, sales managers or in the design field.

Specialisation in Management of Cultural Activities

This specialisation provides the strong creative and entrepreneurial spirit managers need to address the cultural industry's mutations.

Specialisation courses focus on :

- ▶ Public Relations management
- ▶ Strategic Communication
- ▶ Cultural Marketing
- ▶ Event & project Management

CAREER OPPORTUNITIES

Graduates can start their careers as Public Relations managers, project managers, CRM managers, event planners or any other management activity in the cultural industry.

Specialisation in New Information & Communication Technologies

This specialisation provides leading-edge knowledge of the sector's opportunities to stimulate creativity.

Specialisation courses focus on :

- ▶ E-Marketing
- ▶ NTIC Economics & Financing
- ▶ Social Networks
- ▶ Websites Specifications

CAREER OPPORTUNITIES

Graduates typically serve as systems developers, analysts, IT managers, Network engineers or even consultants.



Double Master Degree

- ▶ **CAMPUS** : Nice or Paris + 1 semester abroad
- ▶ **DEGREE** : Master
- ▶ **LANGUAGE** : English
- ▶ **ENTRY LEVEL** : Degree level (Bac+3)
- ▶ **DURATION** : 2 years
- ▶ **INTAKE** : September



Why choose a Double Master degree?

IPAG's Double Master Degrees are qualifications carried out by IPAG and its partner institutions.

IPAG Double Master Degrees students complete two Masters Degrees in two different schools and countries at the same time. Double Master Degrees let you specialise in more than one subject, double your knowledge and get an extremely high level of experience.



For further and more detailed information, please visit WWW.IPAG.EDU/EN

IPAG Double Master degrees strengths

Study in some of the world's most active and innovative mega-cities

IPAG's Double Master Degrees can be done in Nice and New York, London, Cardiff, Edinburgh or Newcastle in Australia.

Develop expertise in varied areas

IPAG Double Master Degrees let you couple a technical and a more social science focused majors granting a State-Accredited Masters degree from IPAG coupled with an M.Sc. issued by our partner institutions.

Improve your intercultural skills

Studying in both France and another major city in the English-speaking world, you will get accustomed to several cultures and working processes which also adds to your soft-skills portfolio.

Challenge yourself and enter the job market faster

Choosing a Double Master Degree will indeed let you complete two degrees from two prestigious institutions. You will also get professionally ready for several fields in half the time it would have taken to complete two regular Masters.

Bachelor Degree ➔ YEAR 4



MASTER IN INTERNATIONAL MANAGEMENT

Get prepared for an international career and learn about:

- ▶ pluricultural management
- ▶ international strategy
- ▶ business development
- ▶ negotiation

4-year degree ➔ YEAR 5



DOUBLE MASTER DEGREE ABROAD

Double Degree from IPAG and one of our partner universities in the United Kingdom, United States or Australia

- ▶ choose a major
- ▶ spend a semester in the USA, UK or Australia
- ▶ get 2 different degrees
- ▶ multiply your career opportunities



APPLICATION

Apply online to enrol in IPAG's flagship, state-accredited Programme Grande Ecole. Selection is based on qualifications and an interview.

For more information, please contact us.

Double Master Degree programmes in...

Marketing

M.Sc. in International Marketing

This M.Sc. will help you develop key skills in International Marketing and Brand Management techniques.

- ▶ **1st semester:** Edinburgh Napier University - [Scotland](#)
- ▶ **2nd semester:** IPAG Business School Nice

Options: Direct Marketing

Tuition fees: 9,000€ year



CAREER OPPORTUNITIES

Graduates can choose amongst a broad choice of careers in the marketing domain with several positions including **Product Managers, Marketing and Business Developers** or **Sales and Marketing Managers**.

M.Sc. in International Marketing with Tourism & Events

The M.Sc. will help you develop key skills in Events Planning, Marketing and Promotion techniques.

- ▶ **1st semester:** Edinburgh Napier University - [Scotland, UK](#)
- ▶ **2nd semester:** IPAG Business School Nice

Options: International Festivals & Events Management

Tuition fees: 9,000€ year



CAREER OPPORTUNITIES

Graduates can access all marketing and business development areas of the tourism industry with positions such as **sustainable tourism developers, event managers, marketing officers** or take on roles at **ministries of tourism**.

Master of Marketing

This M.Sc. will help you get as a broad and complete understanding as well as all the necessary skills to build the best marketing strategies in the global business environment.

- ▶ **1st semester:** IPAG Business School Nice
- ▶ **2nd semester:** University of Newcastle - [Australia](#)

Tuition fees: 1st semester at IPAG: 4,500€

2nd semester at Newcastle 24,000AU\$



CAREER OPPORTUNITIES

Graduates can start their career in various general marketing positions including **Marketing Managers, Product Managers** or **Marketing Consultants**.

Human Resource Management

Master in Human Resource Management

This focused M.Sc. will help you develop key skills in Strategic Human Resource Management, Employment Relations and Management under Uncertainty.

- ▶ **1st semester:** IPAG Business School Nice
- ▶ **2nd semester:** University of Newcastle - [Australia](#)

Tuition fees: 1st semester at IPAG: 4,500€

2nd semester at Newcastle 24,000AU\$



CAREER OPPORTUNITIES

Graduates can access Human Resources management roles in all industries including positions as **career consultants, recruitment consultants, head hunters** or **training and development managers**.

Business Strategy

M.Sc. in International Business & Enterprise

This M.Sc. will help you develop key skills in Entrepreneurial Marketing & Environment, Globalisation Logistics & Supply Chain as well as Project Management.

- ▶ 1st semester: IPAG Business School Nice
 - ▶ 2nd semester: Cardiff University of South Wales - [Great Britain](#)
- Tuition fees: 9,000€ year



CAREER OPPORTUNITIES

Graduates can be found in all layers of the business world taking on a variety of leading roles including business development managers or business consultants.

M.Sc. in Business Management

This M.Sc. will help you develop key skills in Global Business Strategy and Strategic Human Resource Management

- ▶ 1st semester: IPAG Business School Nice
 - ▶ 2nd semester: The College of Staten Island - [United States](#)
- Tuition fees: 14,000€ year



CAREER OPPORTUNITIES

Graduates are ideal candidates for a wide variety of strategic and decision-making roles in various organisations, import/export companies or consulting firms.

Master of International Business

This M.Sc. Focuses on Strategic Management and Human Resource issues in both public and private institutions. It will provide you with an agile spirit and a strong expertise in risk-assessment and strategic decision making.

- ▶ 1st semester: IPAG Business School Nice
 - ▶ 2nd semester: University of Newcastle - [Australia](#)
- Tuition fees: 1st semester at IPAG: 4,500€
2nd semester at Newcastle 24,000AU\$



CAREER OPPORTUNITIES

Graduates take on leadership and executive roles or can access strategic positions such as logistics and supply chain managers, sales and marketing managers, brand managers.

Finance

M.Sc. in International Banking & Finance

This M.Sc. will help you develop key skills in Financial & Bank Management as well as Global Banking & Financial Regulations.

- ▶ 1st semester: IPAG Business School Paris
 - ▶ 2nd semester: London University of Greenwich - [Great Britain](#)
- Options : Financial Trading Techniques or Risk Management or Project Finance
- Tuition fees: 12,000€ E.U. students 14,000€ non E.U students



CAREER OPPORTUNITIES

Graduates are experts in finance and are perfectly fit for positions as investment analysts, risk analysts, corporate bankers.

Master of Science

- ▶ **CAMPUS** : Nice
- ▶ **DEGREE** : Master
- ▶ **LANGUAGE** : English
- ▶ **ENTRY LEVEL** :
Degree level (bac+3) or 4-year degree
- ▶ **DURATION** : 2 years for degree level students/ 1 year for 4-year degree students
- ▶ **INTAKE** : September
- ▶ **TUITION FEES** : 12,000€ year



why choose a master of science ?

Masters of Science are especially designed for students with a clearly defined professional project who wish to specialise in a key sector and increase their employability.

As the perfect mix between professional and scientific experience, they include a 6-months internship and the writing of a master's thesis.

IPAG's M.SC.s have strong links with the industry and a teaching staff composed of professionals and business-oriented researchers. This specificity of IPAG's programmes, coupled with a 6-month internship, will help you get a deep understanding and a core knowledge of specific business disciplines.



For further and more detailed information, please visit
WWW.IPAG.EDU/EN

IPAG M.Sc. Strengths

Benefit from intercultural experience and insights
IPAG's international orientation and many researchers will let you enjoy the different approaches regarding your area of specialisation for a deeper, more complete and particularly valuable level of expertise.

Get professional experience before graduating
Benefit from 4 to 6 months of work experience by working as an intern over the third semester.

Help to drive change
M.Sc. graduates become experts in their specialisations and are very sought-after due to their innovative and multidisciplinary knowledge that will enable them to drive change in organisations worldwide.

Get experience from a leading research centre
IPAG Business School is widely recognised for its scientific approach toward innovation and its important contribution to the scientific community.



Bachelor Degree → **YEAR 4**

**ENTRY LEVEL FOR 3 YEARS
DEGREE STUDENTS**

Join in the IPAG M.Sc. first year and learn all the basics of marketing, finance, business strategy and management.



4-year degree → **YEAR 5**

**ENTRY LEVEL FOR 4 YEARS
DEGREE STUDENTS**

Choose one of the 3 majors we offer in:

- ▶ human resources
- ▶ luxury and innovation
- ▶ international business & management

M.Sc. FIRST YEAR

M.Sc. programmes are challenging. Students are trained to become multi-skilled managers with a strong expertise in one particular area. All students complete the core components over the first two semesters before they choose a specialisation for their 5th and final year of study.

The core courses of the first year of all M.Sc. programmes aim at addressing all aspects of the business world to guarantee excellence as a manager.

MAIN SUBJECTS INCLUDE:

- ▶ Intercultural Management
- ▶ Digital Marketing
- ▶ Finance
- ▶ Business Strategy
- ▶ Negotiation
- ▶ Project Management

An internship is included to deepen your knowledge of the business world.

IPAG M.Sc.'s first year is a particularly enriching experience in which students from a variety of experiential backgrounds and expertise gather together and share their knowledge.

Master of Science programmes in...

M.Sc. International Business & Management

IPAG's M.Sc. in International Business & Management focuses on the multicultural side of the modern business world.

Having a deep knowledge of corporate culture and current commercial practices is mandatory for today's business leaders. This programme revolves around delivering a set of essential skills needed for the supervision of projects and structures in a diversity of cultural, commercial and technical contexts.

Students build on their understanding of management theories and practices and acquire valuable expertise of cultural differences to better understand and negotiate with partners and collaborators they will meet worldwide.

The programme is based on different experiences and insights regarding all aspects on international trade and management to provide students with up-to-date expertise on global markets.

CAREER OPPORTUNITIES

Graduates are trained for entrepreneurship. Their innovative spirit also allows them to take on positions such as **International Marketing Directors, Product Managers, Project Managers, Strategic Consultants, Portfolio Managers, and Business Development Managers.**

This M.Sc. programme provides a strong expertise in:

- ▶ International Market & Economics
- ▶ Business Negotiation
- ▶ International Marketing
- ▶ Innovation Management
- ▶ Strategic Marketing Management
- ▶ International Trade



M.Sc. Luxury & Innovation

IPAG's M.Sc. in Luxury & Innovation acquaints students with avant-garde marketing strategies emerging in the luxury goods industry.

Students are provided with priceless opportunities to visit leading players in the luxury industry, giving them first-hand experience with the intricacies of luxury brand management and development. Students benefit from the nearby city of Grasse and its historical position as the world's capital of fragrances. The M.Sc. programme thus focuses on the perfume, beauty & cruise management side of the luxury goods industry.

This M.Sc. programme provides a strong expertise in:

- ▶ Strategic Marketing Management
- ▶ Multi-channel marketing & media
- ▶ Innovation Management
- ▶ Luxury Hospitality
- ▶ Luxury Brand Management
- ▶ Doing Business in the Luxury World

M.Sc. International Human Resource Management

IPAG's M.Sc. in International Human Resource Management provides students with a deep understanding of the intricacy of strategic recruitment, training and career progression management, as well as the factors which foster positive and productive work environments. Students are also brought to the forefront of discourse related to labour laws.

This M.Sc. programme provides a strong expertise in:

- ▶ Issues in International Management
- ▶ European Social Law
- ▶ International Human Resource Management
- ▶ Recruiting & Training
- ▶ Team Building & Personal Development
- ▶ Business Government

CAREER OPPORTUNITIES

Graduates thrive in exclusive business environments catering to the unique challenges and opportunities of luxury brands at positions such as **luxury product development managers, marketing managers or public relations managers.**

CAREER OPPORTUNITIES

Graduates become experts at performance specialisation through strategic workforce design. They typically hold positions such as **Human Resource Managers, Consultants, Headhunting Specialists.**

DBA

- ▶ **CAMPUS** : Paris
- ▶ **DEGREE** : Doctorate
- ▶ **LANGUAGE** : English
- ▶ **ENTRY LEVEL** : Masters level & minimum 2 years work experience
- ▶ **DURATION** : 3 years
- ▶ **INTAKES** : October & march
- ▶ **TUITION FEES** : 21,000€ year



Why choose DBA ?

IPAG's Doctorate is the highest academic qualification you can receive in Business Administration.

After defending a thesis before a panel of experts, DBA graduates are awarded the title of 'Doctor'.

A DBA is a professional doctorate and mixes theory with practice. DBA graduates enter the business world after their graduation and have a more complete idea of how business works thanks to the professional experience they received. As Doctors, they are also qualified for doing research!

IPAG DBA strenghts

Benefit from a cutting edge practical approach to research

IPAG's DBA is the perfect mix between scientific and professional experience-driven research. IPAG's DBA programme is constantly completed by innovative, state-of-the-art research output from IPAG Lab's numerous chairs and projects on finance, management and corporate social responsibility.

Engage in multiple enriching seminars

Seminars are essential parts of the DBA curriculum during the first two years of study. They are all delivered by IPAG Lab's leading researchers and business management professionals. The final year is dedicated to dissertation writing.

Work under a close monitoring provided by IPAG's staff

IPAG Lab is famous for its many publications in scientific journals all around the world. As IPAG's DBA students, you will benefit from their expertise, experience and most precious advice to write your thesis in the best conditions and deliver a high-level publication-worthy paper.



For further and more detailed information, please visit
WWW.IPAG.EDU/EN

TAILOR-MADE PROGRAMME

M.Sc. programmes are challenging. Students are trained to become multi-skilled managers with a strong expertise in one particular area. All students complete the core components over the first two semesters before they choose a specialisation for their 5th and final year of study.

The core courses of the first year of all M.Sc. programmes aims at addressing all aspects of the business world to guarantee excellence as a manager.

As a DBA student, you will get to choose the area of expertise you want to study and the topic of your own dissertation according to your personal professional interests.

IPAG will take care of providing you with all the tools you will need. An expert will be personally associated with your topic to provide a framework for your research, follow your progress closely and assist you in every step of the process.

SEQUENCES & OBJECTIVES

IPAG's DBA programme focuses on helping you learn structured thinking for a perfectly dynamic effective and practical approach towards the research process.

The DBA programme revolves around a set of seminars and workshops that you will attend during your three years as a student. You will enrich and complete your general and scientific culture to optimize your understanding of the world and your own efficiency as a business professional.

Seminars are delivered by IPAG Lab's leading research staff and business management professionals with a priceless practical know-how and experiential expertise. They encompass many themes including research methodology

- ▶ Managing Entrepreneurial Innovation
- ▶ Corporate Social Responsibility
- ▶ Executive Communication
- ▶ Cross Cultural Management
- ▶ Information Science & Management
- ▶ New Venture Marketing

All seminars and workshop sessions are spread over three years, leaving you with plenty of time to work on your research project.

When writing a thesis, you will engage in a deep research process which will turn you into an undeniable expert at the field you will have chosen. Research at IPAG is driven by IPAG Lab and its five innovative research chairs. As both a researcher and a student, you will benefit from their scientific breakthrough.

At the end of the final year, you will present and defend your thesis in front of a board composed of experts, researchers and business leaders.

Summer Courses

- ▶ **CAMPUS** : Paris & Nice
- ▶ **LANGUAGE** : English
- ▶ **ENTRY LEVEL** : Open to everyone
- ▶ **DURATION** : 1 month
- ▶ **TUITION FEES** : 2,200€ / session
2,000€ special discount for 5 students from the same university



Why choose summer courses ?

Summer Courses are special sessions which take place during summer. They are focused programmes for which you can choose your own area of specialization.

They are a great way to increase and deepen your knowledge of the business world in a particular field according to your personal interests and professional needs. They also enable students to increase their number of ECTS credits.



For further and more detailed information, please visit
WWW.IPAG.EDU/EN

IPAG Summer Courses strenghts

Try a different culture

IPAG's summer programmes include courses hours but are also culturally enriching with an immersion in the French culture including city and company visits in Nice and Luxury hotels on the French Riviera.

Discover innovative ideas on business, strategy, management and ethics

IPAG's Summer Courses are not like your regular summer programme. They focus on unveiling cutting-edge and innovative management, marketing and business methods that will always let you keep ahead of the pack.

Get extra ECTS credits for your regular academic studies

IPAG's summer courses can get you up to 12 ECTS credits in a month. Those credits can then be applied to your future studies at any level including Masters qualifications.

TAILOR-MADE PROGRAMME

IPAG's Summer Courses are particularly flexible. They offer two majors and let you design your own pathway by picking up the one you are the most interested in, or both:

36 hours

Business Strategy

6 ECTS

36 hours

Luxury Brand Management

6 ECTS

IPAG's Summer Courses are a perfect mix of lectures, debates and group works sessions. Theory is thus directly put into practice through real-life case studies and a dynamic teaching.

After 1 month, you will be able to:

- ▶ Decode and analyse the identity of an organisation and its corporate culture
 - ▶ Develop and assess a business development strategy
 - ▶ Understand and reproduce decision-making processes
 - ▶ Anticipate the challenge of modern organisations and optimise profitability
 - ▶ Have a good command and experience of the thrilling Luxury goods industry in its managerial and marketing aspects
- Help with accommodation is available upon request*

In addition, IPAG's Summer Courses students get free access to IPAG's:

- ▶ library
- ▶ cafeteria
- ▶ computer room
- ▶ free Wi-Fi
- ▶ administrative assistance



JOIN US!

Prior to apply online, please prepare:

- ▶ Undergraduate degree transcripts
- ▶ Transcripts not in English or French must come with a certified English or French translation
- ▶ Cover letter and CV
- ▶ Copy of personal identification and photo ID i.e passport
- ▶ One academic or professional recommendations
- ▶ Application fee: €90, non-refundable, payable at the time of the application submission.
- ▶ Official English language test results
TOEFL BPT, TOEFL IBT, IELTS, CAMBRIDGE PET

What are admission requirements ?

- ▶ Admission is based on student record
- ▶ Shortlisted candidates will be invited for interviews on Skype.
- ▶ More than just a way for us to assess your skills and motivation, interviews are a great opportunity for us to meet you, share interests and discuss your career goals.
- ▶ Admissions to a Double Master Degree can only be granted after mutual approval with our partner institution.

SCHOLARSHIP

The best candidates can be granted an IPAG Merit Based Scholarship
Scholarship can reach up to €2,000 depending on the excellence of your profile.

To apply for an IPAG Merit Based Scholarship, please ask for documentations or visit
WWW.IPAG.EDU/EN

APPLY ONLINE :
IPAG.EDU/EN

FOR MORE INFORMATION :
please contact our international office:

INTERNATIONAL@IPAG.FR

Paris campus : +33 (0)1 53 63 36 00
Nice campus : +33 (0)4 93 13 39 00





IPAG.EDU

Going Beyond Together

