



ONE PROGRAMME, DIFFERENT VERSIONS,
2 LEARNING RHYTHMS
A CHOICE OF ACADEMIC SITES



A PROGRAMME FOR EXPERIENCED PROFESSIONALS

Executive MBA



MBA

Your professional project as the centrepiece of the educational project

YOUR OBJECTIVE

- reinforce your position
- evolve
- develop an activity
- create, repurchase a business

OUR OBJECTIVE

Active contribution:

- enhance your potential
- accompany your projects
- acquire a strategic dimension
- develop your added value to your company

OUR TRAINING PROGRAMME

- A proven system of training and guidance
- Built on international MBA standards
- An Executive MBA learning programme in accordance with your personal situation:
 - 1-week seminars
 - over 2 years: "Part time long cycle"
 - over 1 year: "Part time short cycle"
- Opportunities to pursue your studies abroad
 - Entrepreneurial dynamism encouraged:
 - an entrepreneur module
 - a "Young Entrepreneur" programme
 - a system of guidance and follow-up by a team of experts

■ A LEARNING PROGRAMME

to develop management skills

- **Acquire the methods and tools** to develop the understanding of strategic problems, conceive and implement strategic decisions
- **Put the acquired skills** to work in your professional activity
- **Enrich yourself through the contact** with the teachers **and the sharing of mutual experiences** with the other participants

■ The 4 main themes of business control and management.

Education in strategic decision taking.

- **FINANCE** : Accounts and Financial Piloting, Financial Analysis, Company Finance
- **MARKETING & INTERNATIONAL BUSINESS**: Foundations of Marketing, Strategic Marketing, International Economics, International Trade, Business and Cultures
- **STRATEGY** : Strategic Management , Strategic Diagnosis, Organisational and Process Management
- **MANAGEMENT** : Management Skills, Project Management and the choice of one of the modules:
 - Entrepreneurship – Skills of the Entrepreneurial Manager
 - or
 - Management of Information Systems and the NICT



The Montpellier Sup de Co Group

A tradition of education

- Montpellier International Business School (ESC), 1897
- MBA Programme, 1994

A tradition of international exchanges and partnerships

- A highly-developed network on all continents
- Exchanges in Joint Degree, Double Degree or simple exchanges
- Multi-cultural dimension of the programme participants

New and innovative methods and tools

- Participative teaching methods, each participant a "pedagogical citizen"
- Daily use of the NICT
- Permanent access to the institution's teaching resources: electronic libraries, databases, etc.
- Connection via the Hertzian network, Wifi



Master of Business Administration

A generalist and managerial education, intended for experienced professionals with the potential to evolve, and awarding an internationally recognised graduate-level diploma.

■ AN IN-DEPTH REFLECTION

on your project of professional reinforcement or evolution and the opportunities it offers

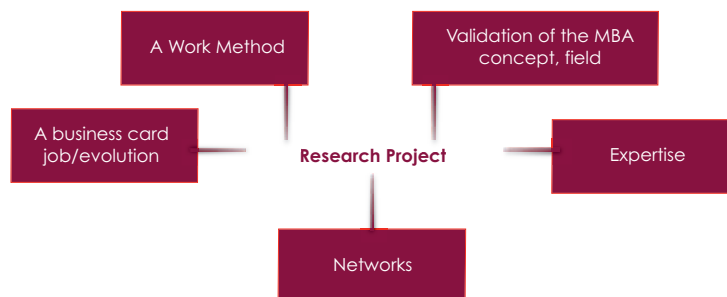
- The research project is a structured reflection on a **topical company problem, in connection with the professional project**
- Over and above learning a **work methodology**, it helps to acquire a real **expertise in the studied sector**
- It favors **network building** in the upstream phase of understanding the context and in the downstream phase of implementation in the company

By its direct application to your professional environment, present or future, this task must be considered as **a vector of professional and personal development.**

■ STUDY WORK and OPERATIONAL RESEARCH, ACADEMIC and APPLIED

General teaching and specific coaching towards the achievement of a research project.

- **TEACHING:** Professional Project, Research Methodology, Current Thinking
- **PERSONALISED FOLLOW-UP:** Each participant is accompanied by a network of experts and supervised by a research professor dedicated to the Group Research Centre (CEROM).



ONE PROGRAMME, DIFFERENT VERSIONS

One Part-time Programme, 2 learning rhythms

- 2 years, "Long Cycle"
- 1 year, "Short Cycle"

One Programme, different sites

- On-site at Montpellier
- European MBA
- MBA "Trade with Asian Markets", Asia
- MBA with simple exchanges or double diploma – partnerships on all continents



ADMISSION

Eligibility criteria :

- Minimum academic level BAC + 3 (Bachelor or L in the LMD classification).
Applications without the required academic level will be examined case by case.
- At least 3 years of experience in a position with responsibility.
Last intakes: an average of 15 years of experience
- TAGE MAGE or GMAT
- TOEFL or IELTS or proof of successful studies in an English-speaking country for those choosing the English-speaking curriculum

Following a pre-selection based on the application file, candidates will be invited to attend a motivation and personality interview.

Tuition fees

- Executive MBA Part Time: 20 000 €
- Executive MBA Trade with Asian Markets: 22 000 €
- Joint MBA Programme with Birmingham University, UK: 22 000 €
- The financial conditions of the other foreign university exchanges will be studied and presented upon request case by case

Fees and conditions valid for autumn 2009

Other Expenses

- Application fee: 120 €
- Each participant must have a lap-top PC in order to access all the institution's learning resources.

Financing

Various financing possibilities exist:

- Personal Training Leave (CIF), company training budget, Individual Training Rights (DIF), Financing Bodies (OPCA), etc...

Your MBA programme contacts:

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