



# MASTER OF SCIENCE

## International Business Development

(Master's level)



## ESCE at a glance

Since 1968, ESCE's mission has been to prepare managers who are specialized in the international development of businesses in a complex and changing world, while respecting and promoting ethics, diversity and cultures. CSR, openness, commitment, a sense of responsibility and sustainability are at the heart of our values.

### Recognized for pedagogical and academic quality :

- Conférence des Grandes Écoles (CGE) accredited
- QS stars : 4 stars rated
- EFMD accredited
- Member of UGEI
- Distinguished with the label « Bienvenue en France » for the quality of welcome offered to international students
- Member of the ERASMUS/ Socrates program of the European Commission



**QS STARS**

**13000**  
alumni  
network

**90%**  
of alumni work in  
international  
positions

**2500**  
students  
representing  
80 nationalities

Faculty  
**25**  
countries

## PROGRAM OBJECTIVES

### Professional skills

- Critical awareness of discipline-based concepts and approaches to understand the complexity of managing an organization in the global business arena
- Assess risks and opportunities in international markets, and design international strategy
- Analyze data and synthesize a range of information sources to develop a sophisticated understanding of a rapidly changing international business context
- Master operational cross-border techniques to secure financing, insurance, logistics and contract issues
- Be able to set up an international department and deal with distributors and the main internal and external stakeholders
- Lead international projects, collaborate and negotiate in an intercultural environment.
- Be able to communicate effectively and convincingly, work in teams, manage time and plan work assignments.

### Soft skills

**In order to develop managerial skills in a corporate environment and enhance employability, the « Leadership and Development of Soft Skills » program provides personalized coaching and support.**

Students are accompanied using an approach that promotes sustainable human development.

A soft skills referential has been elaborated based on the expectations of international organizations.

Students follow a program in several phases :

- Self-evaluation
- Coaching to improve specific skills
- Review and formulation of a personal development plan.



« The world is changing considerably due to endogenous and exogenous shocks with strong effects on enterprises and their management. We live in challenging times, facing pressures of rapid technological innovations, increasing globalization as well as regionalization, dwindling natural resources and the need to generate economic growth. To deal with those changes, managers have to be flexible and adaptive, they need to broaden their horizon and develop new skills with the aim to anticipate and better meet the challenges of this rapidly changing business environment. In the MSc International Business Development, we tackle those challenges through analytical, sharp analysis and thought-leadership. The goal of the MSc is to respond to the expectations of enterprises by allowing the acquisition of solid knowledge and skills required to occupy decision-making roles and to succeed as international managers. »

**Dr Alfredo Valentino**  
Associate professor of international business, ESCE  
**MSc Coordinator**

Research areas : International business



# YOUR PATH TO INTERNATIONAL BUSINESS DEVELOPMENT



Intake  
September



Track  
Full Time



Internship  
4 to 6 months



Location  
Paris La Défense



Teaching  
English



Additional  
language

## MSc

### Core factors

#### Professional skills

- International market selection
- International strategy design
- Digital and international marketing
- Project management
- Intercultural management
- Negotiation in international environments
- Location decision
- Business plan and financial budgeting
- E-commerce for export decision
- Corporate and competitive strategy
- International finance
- Doing business in international environment

#### Soft skills

- Soft skills development & assessment
- Soft skills re-enforcement
- International employment checklist
- Behaving Ethically, Promoting sustainability & Fostering an inclusive environment
- Leadership and Team development

#### Language skills

- Communicating in Today's Business World
- Optional : an additional foreign language

## MSc in 2 years

(MSc 1 - 4 semesters)

Admission following  
a 3-year degree in Business

### PLANNING

Sem 1	Sem 2	Sem 3	Sem 4
Academic semester	Academic semester	Academic semester	Internship

## MSc in 1 year

(MSc Fast Track  
3 semesters)

Admission following  
a 4-year degree in Business

### PLANNING

Sem 1	Sem 2	Sem 3
Academic semester	Academic semester	Internship

# CAREER OPPORTUNITIES



**92%**  
employment  
within 2  
months after  
graduation



**65%**  
international  
professors



**40%**  
begin their  
career abroad

Source : ESCE Alumni Survey

## Program highlights

- Its distinctive and business focused learning encompasses theory and its application to the real world via practical case studies, on-field projects (like, Les Jeunes Talents de l'Export), and hands-on tasks involving companies and international institutions
- Multi-mode teaching format, a unique blend of on-campus and online teaching that enables an interactive learning environment for all students.
- A comprehensive personal development program to equip students with the self-management and problem solving skills that are essential for managerial roles
- International environment on the campus with students from 80 nationalities.



## Career prospects

An international business career allows you to access multiple opportunities in the today's global economy. MSc ID graduates work in very diverse industries, international companies and roles, like :

- Export manager
- Business development manager
- Area manager
- Country manager
- Country sales manager
- Consultant export
- Expatriate manager
- Project manager
- International marketing manager

## The best recruiters of ESCE alumni

L'ORÉAL

CHANEL



BOSCH

Capgemini



pwc



EY  
Building a better  
working world

ChristianDior

STELLANTIS

Deloitte

BALMAIN  
PARIS



« At ESCE, the professors are a perfect blend of seasoned professionals leading industry specialists who are not only committed to grooming students for an excellent career in business but also passionate about investing in thoughtful theory and practical business sessions. At the end of your study, you will be equipped for the international business journey ahead. »

**Temilade Adekoya**  
MSc student



« International Business Development at ESCE offers you the opportunity to learn and work in an international environment and allows you to improve your skills to develop business abroad. »

**Sally Smounah**  
MSc student



« I think that students should choose the MSc International Business Development at the ESCE because it is a complete program where you can learn about ESCE because it is a complete program where you can learn

different areas but keeping the focus on business. In addition, you have the opportunity to put what you have learned into practice with real-life cases, which makes it even more interesting. In addition, you can also develop your hard and soft skills, and this will be of great help when entering the job market.

Another thing to highlight is the multicultural environment, you will meet people from all over the world, including the teachers, who are also really qualified and have a high level of experience. »

**Katerin Hernandez**  
MSc student



# HOW TO JOIN US

## Requirements

### For admission to MSc in 2 years

3-year degree

### For admission to MSc Fast Track

4-year degree

## Required documents

- Copy of passport or ID card
- Resume or CV (English)
- Motivation letter (English)
- Academic or professional letter of recommendation
- Transcripts and/or diploma
- Proof of English language ability level

## Admission process

Following evaluation of candidate applications by the view board, those declared eligible will be proposed an interview (face-to-face or online-interview) to assess whether the program corresponds to their academic and personal goals and to evaluate their motivation.

## Registration Fees

**MSc in 2 years** : 11 700 euros\* per year

**MSc Fast Track** : 12 450 euros\*

\*Annual registration fees for 2023/2024

*The ESCE reserves the right to modify its registration fees each year.*

*An extra 490 euros to be added if you are a student living outside France and a non-EU citizen, relating to the service package for international students.*



## CAMPUS PARIS, LA DÉFENSE

ESCE campus is located in the center of the Esplanade de La Défense, the largest business district in France and the 4<sup>th</sup> in the world.

- A premium building entirely refurbished : 2 700 m2 of collaborative and relaxation spaces, a rooftop with trees and panoramic terraces
- An optimized student experience: connected and flexible work spaces to develop your talents individually and collectively, 400 m2 dedicated to associations, a 200 m2 incubator, relaxation areas, etc.
- La Défense, a stimulating environment : ideally located 15 minutes from the center of Paris, you will benefit from the vitality and energy of this district, a source of multiple links with the 500 companies and large international groups present on site.

# PARIS

## Immeuble Cœur Défense

82 Esplanade du Général de Gaulle  
92400 PARIS LA DÉFENSE

[www.esce.fr](http://www.esce.fr)



## CONTACT

### • For French or international students living in France

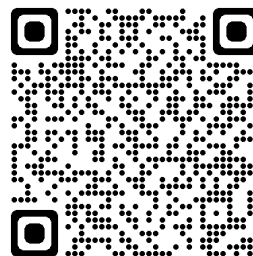
**Carmen VILCHEZ**

[cvilchez@esce.fr](mailto:cvilchez@esce.fr)

Tel : +33(0)1 55 56 36 73

or +33(0)6 70 19 34 38 (WhatsApp)

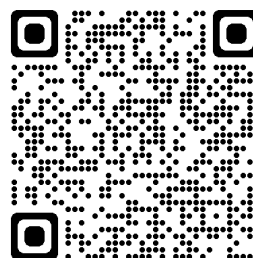
Candidates can apply with QR code



### • For international students living outside of France

[Internationaladmissions@omneseducation.com](mailto:Internationaladmissions@omneseducation.com)

International candidates can apply with  
QR code



### THE PROGRAMS WE OFFER :

- GRANDE ECOLE PROGRAM
- BACHELOR
- MSC
- PhD/DBA

