

EXECUTIVE MBA

Leading Business,
People and Innovation



www.iae-aix.com

Is this MBA designed for you ?

■ You are high-potential manager and/or engineer with 5 to 10 years of work experience

■ You are looking for a part-time Executive MBA with a strong emphasis in Management and Leadership

■ You are looking for an original program which combines the expertise of four graduate schools, each recognized in their field

■ You already have a Master's in Management or equivalent. Join the second year of the program directly



"Most corporations today are over managed and under led" (John P. Kotter)

Our executive MBA aims to develop the leaders businesses need to achieve a profitable and sustainable growth

DURATION:
18 or 24 months

LOCATION:
Aix-en-Provence and Paris (France)

LANGUAGE:
English

PARTNERS:
A network of top graduate schools with differentiated competences in business, engineering and human resources management sharing values of business excellence and management development

- IAE Aix-en-Provence
- ENSAM
- IGS
- INT Management

ACCREDITATIONS:
EQUIS
(European Quality Improvement System) – awarded to the IAE Aix-en-Provence by the European Foundation for Management Development.

AMBA
Awarded by the association of MBAs, the UK based organisation responsible for accreditation of MBA programs

Objectives and Benefits

This Executive MBA is set up for high potential professionals and combines an exciting range of courses given over week-ends and full residential weeks (with e-learning advanced tutoring technology

■ A degree program completed on a part-time basis without interrupting your career in your company

■ A program to develop your competences in Management and Leadership

■ Focusing on Innovation to achieve a profitable growth

■ A shared investment between:
- organisations willing to develop and retain talented people
- individuals willing to boost their career

■ A return on investment for your company through the Business Consulting Project



Program Structure and Content

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The Executive MBA is a **part-time 18 - 24 month program** with the following structure:

Year 1



or



Integration Week

- Kick-off
- Action Learning
- Business Game

The Key Management Competences

- Marketing
- Financial and Managerial Accounting
- Finance
- Operation and Supply-Chain Management

The Management Skills

- Emotional Intelligence, Communication Skills and Personal Development
- Managing and Leading Teams

The Global Mindset

- Economics
- Strategy
- Industry and Company Analysis

Industry and Company Analysis Project

Industry and Company Analysis

We provide a three-week intensive language training in English early September at the IAE Aix.

Year 2



The Key Management Challenges

- Designing and Managing ICT
- Managing Innovation and Technology
- Strategic Human Resource Management

The Key Leadership Challenges

- Leading People and Organisations
- Leading Change and Transition

The Challenge of Globalisation

- Global Strategy and Managing Alliances
- Global Marketing
- Global Finance

Enlarging your Scope

- International and Cross-cultural Management
- The Business at the Intersection

Internal Consulting Project

Internal Consulting Project

Pedagogy

Pedagogy

- **Close follow-up:** You will benefit from an on-going appraisal of the development of your skills, tutorials, self-assessment, personal follow-up, group studies, individual examinations
- **Quality of the Faculty:** A solid team of international experienced faculty and senior as well as highly successful consultants and top-executive guest speakers
- **Innovative and Hands-On Pedagogy:** Simulations and real business scenario analysis, case studies, integrative work, business games, platforms and distance learning, conferences by business executives
- **Action learning:** Your newly acquired competences will lead into action through a Business Consulting Project for your company. During the first year you will conduct an analysis of your industry, and in the second year you will address a key issue of your company and bring strong recommendations to your management

The Executive MBA is a highly intensive program and demands a strong commitment from participants. We expect you to participate actively and enhance the quality of the MBA Program



The Consortium

The Consortium



Institut d'Administration des Entreprises d'Aix-en-Provence (IAE Aix Graduate School of Management)
A leader in Management. Created in 1955. First French university Institution to be EQUIS and AMBA accredited

IAE Aix-en-Provence offers Master's, PhD and MBA degrees in Management
www.iae-aix.com



Ecole Nationale Supérieure d'Arts et Métiers (ENSAM)
A leader in Mechanical Industrial and System Engineering as well as in Innovation Management
www.ensam.fr

Groupe IGS
IGS schools are specialized schools training highly qualified professionals in Human Resources, Business Administration, Marketing and Sales, as well as Healthcare Management
www.groupe-igs.asso.fr

INT Management
A unique school of Management with strong focus on the relations between Management, Information and Communication
www.intmanagement.fr



Admission Requirements

The program is designed for managers with the following minimum requirements:

- A valid undergraduate degree or equivalent
- Five years work experience
- A good command of English
- The professional ambition to work in an international environment

Participants successfully completing this part-time MBA program will also receive a French Master's Degree in General Management which is included in the MBA.

The application process:

- The completed application form
- 2 recommendation letters
- GMAT, or TAGE-MAGE and TOEFL or TOEIC scores
- Interview with admission committee members.



Fees

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22,700 € for the two-year program

13,700 € for the second year only (*participants joining the program after a degree in General Management*)

They include:

- Tuition fees
- Tutorial
- Training documents and handouts
- Personal Follow-up
- Language laboratory, library, computer centre
- International Participants Office



Scholarships and funding

- Feel free to contact our office for further details
- **Traveling and accommodation costs** are not included in the tuition fees.

Alumni network: The IAE Aix Graduate School of Management alumni association counts over 15,000 members. You will also benefit from the Consortium network with more than 80,000 members.

Corporate partners

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Some of the companies and organisations which sent participants to the IAE Aix executive graduate programs as well as accepted consulting projects in the past few years: *Accor, Adecco, Alcatel, Air France, Air Liquide, Arcochimie, AT&T, Atmel, Avon, Bahlsen, BNP Paribas, Bouygues, Bull, Calvin Klein Cosmetics, Cap-Gemini Ernst & Young, Carte Bleue, CEA, Cegelec, Cegetel, Clemessy, Club Méditerranée, Cogema, Colgate Palmolive, Comex, Coopers et Lybrandt, Culligan, Danone, Darty, Deloitte & Touche, Disneyland Paris, Dow*

Chemicals, Ducros, Dumez, EADS, EDF-GDF, EMTEC, Ernst & Young, Essilor, Eurocopter, Europcar, Euro RSCG, FNAC, Eurosport, Ford, Framatone, France Télécom, Fruit of the Loom, The Gallup Organisation, Gemplus, General Electric, Gillette France, Hay Management, Hélio, Hewlett Packard, IBM, Ikea Svenska, Jacques Vabre, KPMG, Laboratoires Boiron, Lafarge, Le Monde, Lloyds, Michelin, Microsoft France, Oracle, Orange, Orangina Schweppes, L'Oréal, LVMH, Ortec, Pernod-Ricard, Philips, PlasticOmnium, Playtex,

Procter & Gamble, Promodes Carrefour, PSA Peugeot Citroën, Publicis Conseil, Quaker France, Rank Xerox, Reckitt & Colman, Renault Nissan, Research International, Rhône Poulenc-Rhodia, Saab, Sanofi Synthelabo, SAP, Schneider Electric, Schlumberger, Seita, SEMA, Sega France, Shell Chimie, Shell, Sodexo, Sofitel, Sollac, Sopad Nestlé, Spie Trindel, ST Microelectronics, TDF, Technicatome, Thales, Total Fina Elf, Unilever, Warner Bros, Wunderman, Young & Rubicam.

Want to know more?

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If you would like to be a part of this unique program, please contact us by phone or e-mail, giving your name, position, address, phone number and e-mail. We will send you detailed information and the MBA application pack.

The MBA application pack is also available on our website

www.iae-aix.com

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GRADUATE SCHOOL OF MANAGEMENT

