

**MASTER OF SCIENCE EN DÉVELOPPEMENT INTERNATIONAL DES AFFAIRES**  
**MASTER OF SCIENCE IN INTERNATIONAL BUSINESS DEVELOPMENT**  
**MScIBD - 90/120 ECTS**

Code	Course	Instructor	ECTS	Semester	H/week	Grading Policy	Status
	<i>Semester 1</i>						
5EN2027	International Strategy <sup>4</sup>	T. Straub	6	Autumn	4	EI	Compulsory
5EN2024	Quantitative Methods in Management	M. Puntiroli	6	Autumn	4	EI+E	Compulsory
5EN2026	Marketing and Globalization <sup>4</sup>	B. Kocher	6	Autumn	4	EI+E	Compulsory
5EN2033	Global Innovation Management <sup>4</sup>	E. Reuter	6	Autumn	4	EI+E	Compulsory
	Electives (see list of Electives Autumn) <sup>1</sup>		6	Autumn	4		Elective
	<i>Semester 2</i>						
5EN2035	Global Corporate Governance and Ethics	J. Duberry	3	Spring	2	EI	Compulsory
5EN2045	Marketing Analytics and Customer Management	M. Christen / M. Puntiroli	6	Spring	4	EI+E	Compulsory
5EN2014	International Negotiation	K. Jagodzinska	3	Spring	2	EI	Compulsory
5EN2019	Global Supply Chain Management	Y. Nieto / N. Kunz	6	Spring	4	EI	Compulsory
5EN2034	Culture, Human Resources and International Firms	C. Dal Zotto	3	Spring	2	EI	Compulsory
5EN2003	Qualitative Methods in Management	E. Reuter	3	Spring	2	EI	Compulsory
	Electives (see list of Electives Spring) <sup>1</sup>		6	Spring	4		Elective
	<i>Semester 3</i>						
	Minor in Business Analytics		30	Autumn			
	Minor in Sustainability Management		30	Autumn			
	Internship Thesis*		30	Autumn			
	Master Thesis		30	Autumn			
	<b>Total MScIBD - 90 ECTS</b>		<b>90</b>				
	<i>Semester 4</i>						
	Internship Thesis*		30	Spring			
	Master Thesis		30	Spring			
	<b>Total MScIBD - 120 ECTS</b>		<b>120</b>				

\*The duration of the internship is a minimum of 12 weeks full-time (3 months) and a maximum of 12 months (full-time or part-time).

	<b>Elective<sup>1</sup></b>					
5AF2001	Financial Accounting	P. Fiechter	6	Autumn	4	E
3PS2041	Psychologie des organisations	A. Bangerter	6	Autumn	4	E
5EN2042	Innovation Process	E. Reuter	3	Autumn	2	EI
2MP2011	Challenge Innocité***	H. Jeannerat	3	Autumn	-	-
5ZZ2014	Strategic Management of Technology & Innovation	E. Reuter	3	Autumn	2	EI
	Minors courses (see minor en Business Analytics & Sustainability Management)			Autumn		
5EN2050	Colloquium on Academic Writing	E. Reuter	3	Spring	2	EI
5ER2010	Economics of Regulation	B. Rime	3	Spring	2	E
5EN2031	Le marketing social pour l'innovation sociale	V. Bezençon	6	Spring	4	EI
5MI2018	Machine Learning	I. Ciorascu	6	Spring	4	EI+E
5MI2003	Business Analytics	P. Cotofrei	6	Spring	4	EI+E
5AF2019	ESG Disclosure	P. Fiechter	3	Spring	2	EI
5ER2052	International Finance and Macroeconomics	D. Kaufmann	3	Spring	2	E
4DR2240	European Intellectual Property Law and Innovation	D. Kraus	4	Spring	2	O
5AF2008	Corporate Finance	NN	6	Spring	4	EI+E
5AF2020	Financial Analysis and Valuation	NN	3	Spring	2	EI+E
2SC2002	Approche critique de la mondialisation II	O. Crevoisier	5	Spring	2	O
4DR2126	Transferts de technologie et nouveaux modèles d'innovation	M. Jaccard	4	Spring	2	O
5TS2001	Qualitative and mixed methods in social work & social sciences	B. Waldis	3	Spring	2	EI
2GG2036	Cours interdisciplinaire en changements climatiques et sociétés	L. Schneider / Intervenant-e-s externes	5-6 <sup>a</sup>	Spring	2	EI

<sup>1</sup> Credits for elective courses can be distributed freely between the fall and/or spring semesters. The courses of the Minors are part of the elective courses for students who are not enrolled in the Minor. It is possible to take a course (from another faculty/university) that is not on this plan, subject to the agreement of the program director.

\*\*\*This Challenge Innocité takes place before the start of the autumn semester: In 2024, it takes place from September 4th to 6th with a kick-off meeting in June 20<sup>th</sup>. Registrations to the Challenge are possible in April/May via the following website: [www.challenge-microcite.ch](http://www.challenge-microcite.ch).

<sup>a</sup> See course description for the allocation of 6 credits

<b>MINOR IN BUSINESS ANALYTICS<sup>2</sup> (30 ECTS FROM THE BELOW LIST)</b>						
<b>Code</b>	<b>Course</b>	<b>Instructor</b>	<b>ECTS</b>	<b>Semester</b>	<b>H/week</b>	<b>Grading Policy</b>
5MI1005	Data Science for Business	P. Cotofrei	6	Autumn	4	EI+E
5MI2017	Data Management	I. Ciorascu	6	Autumn	4	EI+E
5AF2029	Programmation	E. Simon	3	Autumn	2	EI
5MI2003	Business Analytics	P. Cotofrei	6	Spring	4	EI+E
5MI2018	Machine Learning	I. Ciorascu	6	Spring	4	EI+E
5MI2012	Computational Thinking	V. Macko	3	Spring	1 week <sup>3</sup>	EI
	Electives according to list <sup>1</sup>		6			

<sup>2</sup> Prerequisites: Students must attest to having taken 15 ECTS of statistics courses during their Master's or Bachelor's degree.

<sup>3</sup>Block workshop organized the week before the start of the spring semester. Course registration in IS-Academia during the course registration period for the spring semester 2025.

<sup>4</sup>This course operates based on Principles governing the running of FSE courses involving companies/institutions outside the Faculty

→ For a 90-credit Master's degree, one of the minors may replace the dissertation. It is not possible to accumulate two minors.

→To obtain a minor, students must register with the Institute of Management secretariat by the end of the semester 2 course registration period at the latest.

<b>MINOR IN SUSTAINABILITY MANAGEMENT (Bilingual) / MINEUR EN MANAGEMENT DE LA DURABILITÉ (Bilingue)</b>						
<b>30 ECTS FROM THE BELOW LIST</b>						
<b>Code</b>	<b>Course</b>	<b>Instructor</b>	<b>ECTS</b>	<b>Semester</b>	<b>H/week</b>	<b>Grading Policy</b>
5ER2016	Public Policy Evaluation	D. Kistler	3	Autumn	2	EI+E
5ER2017	Global Public Goods	J.-M. Solleder	3	Autumn	2	E
2ET2241	Anthropologie thématique : Séminaire de recherche : agriculture, climat et transdisciplinarité	J. Forney	5	Autumn	2	EI
	Electives according to list <sup>1</sup>		3	Autumn		
5AF2019	ESG Disclosure	P. Fiechter	3	Spring	2	EI
5EN2031	Le marketing social pour l'innovation sociale	V. Bezencon	6	Spring	4	EI
5ER2023	Environmental economics	N. Mathys	3	Spring	2	E
5AF2039	Finance Ethics	E. Fiore	3	Spring	2	E
5ER2032	Energy Economics	M. Farsi	3	Spring	2	E
3BL2283	Introduction to the Law of Biodiversity Conservation	V. Wyssbrod	3	Spring	2	EI
2GG2036	Cours interdisciplinaire en changements climatiques et sociétés	L. Schneider / Intervenant-e-s	5-6 <sup>a</sup>	Spring	2	EI
	Electives according to list <sup>1</sup>		3	Spring		

<sup>a</sup> See course description for the allocation of 6 credits

Modalités de rattrapage après 1 ou 2 échecs : sauf exception précisée dans le descriptif, examen écrit de 2h durant la session d'examens de fin de semestre ou la session de rattrapage.

Les modalités d'évaluation sont précisées dans le descriptif du cours.

E: examen durant la session d'examens de fin de semestre.

EI: évaluations internes organisées au cours du semestre.

It is not possible to cumulate a Master's degree in Innovation or a Master's degree in General Management with a Master's degree in International Business Development.

## LEARNING OUTCOMES

<i>On completion of this program, students will be able to:</i>
<b>Overall objectives:</b>
<ul style="list-style-type: none"> <li>Apply theoretical knowledge to practical problems related to international management issues</li> </ul>
<ul style="list-style-type: none"> <li>Demonstrate in-depth knowledge of international management issues in practical case study analysis, discussions and problem solving</li> </ul>
<ul style="list-style-type: none"> <li>Integrate different functional and cultural perspectives</li> </ul>
<ul style="list-style-type: none"> <li>Identify and appreciate the ethical issues in management decision areas</li> </ul>
<b>Knowledge and understanding:</b>
<ul style="list-style-type: none"> <li>Critically analyze the key issues related to the management of international organizations</li> </ul>
<ul style="list-style-type: none"> <li>Explain how the social, political, economic and competitive environment impact the performance, the development and survival of international organizations</li> </ul>
<ul style="list-style-type: none"> <li>Develop knowledge in more specific international management related areas through elective courses</li> </ul>
<ul style="list-style-type: none"> <li>Identify and evaluate social, cultural, global, ethical and environmental responsibilities and issues</li> </ul>
<b>Applying knowledge and understanding:</b>
<ul style="list-style-type: none"> <li>Apply appropriate methodologies and frameworks to identify, evaluate and solve international business problems</li> </ul>
<ul style="list-style-type: none"> <li>Formulate practical recommendations for efficient and effective decision-making integrating theory, tools and methods</li> </ul>
<b>Making judgements:</b>
<ul style="list-style-type: none"> <li>Assess opportunities and threats for international business development</li> </ul>
<ul style="list-style-type: none"> <li>Apply critical thinking skills to develop innovative solutions for new problems in unfamiliar contexts in organizational settings</li> </ul>
<b>Communication skills:</b>
<ul style="list-style-type: none"> <li>Communicate ideas effectively, both orally and in writing</li> </ul>
<ul style="list-style-type: none"> <li>Present solutions to complex international business problems in a synthesized, clear, structured and logical way</li> </ul>
<b>Learningskills:</b>
<ul style="list-style-type: none"> <li>Work in an organized manner by respecting deadlines, adapting to potentially changing schedules</li> </ul>
<ul style="list-style-type: none"> <li>Integrate acquired knowledge and skills</li> </ul>
<ul style="list-style-type: none"> <li>Work effectively with others, capitalizing on their different thinking experience and skills</li> </ul>
<b>Transferable skills – Project management:</b>
<ul style="list-style-type: none"> <li>Define objectives and milestones</li> </ul>
<ul style="list-style-type: none"> <li>Organize work in an efficient and effective way</li> </ul>
<ul style="list-style-type: none"> <li>Manage schedules and priorities</li> </ul>
<b>Transferable skills – Teamwork:</b>
<ul style="list-style-type: none"> <li>Work efficiently and effectively with others in a team, capitalizing on the strengths and different perspectives and skills of each team member</li> </ul>
<ul style="list-style-type: none"> <li>Listen actively to contributions of other team members</li> </ul>
<ul style="list-style-type: none"> <li>Mediate in case of conflicts with other team members</li> </ul>
<ul style="list-style-type: none"> <li>Effectively work within an international and intercultural team context</li> </ul>
<b>Transferable skills – Participation in society:</b>
<ul style="list-style-type: none"> <li>Act on the basis of ethical reasoning</li> </ul>
<b>Transferable skills – Personnel effectiveness:</b>
<ul style="list-style-type: none"> <li>Decision making</li> </ul>
<ul style="list-style-type: none"> <li>Manage priorities</li> </ul>
<b>Transferable skills – Communicate, process, manage, and generate information:</b>
<ul style="list-style-type: none"> <li>Apply knowledge to new situations</li> </ul>