

**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>                   | C. Jonczyk     | 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>              | E. Uysal       | 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 | Data-driven Customer Management                       | NN / NN        | 6          | Spring   | 4      | EI+E           | Compulsory |
| 5EN2014 | International Negotiation                             | K. Jagodzinska | 3          | Spring   | 2      | EI             | Compulsory |
| 5EN2019 | Global Supply Chain Management                        | Y. Nieto       | 6          | Spring   | 4      | EI+E           | 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>                                     |                |            |          |        |                |            |
|         | Track in Business Analytics                           |                | 30         | Autumn   |        |                |            |
|         | Track 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                                                         | A. Albrahimi                            | 6                  | Autumn | 4                   | E    |
| 3PS2041 | Psychologie des organisations                                                | A. Bangerter                            | 6                  | Autumn | 4                   | E    |
| 3PS2065 | Personnel development                                                        | M. Debus                                | 3                  | Autumn | 2                   | 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+E |
|         | Tracks courses (see track in Business Analytics & Sustainability Management) |                                         |                    | Autumn |                     |      |
| 5EN2050 | Colloquium on Academic Writing                                               | E. Reuter                               | 3                  | Spring | 2                   | EI   |
| 5EN2031 | Le marketing social pour l'innovation sociale                                | V. Bezençon                             | 6                  | Spring | 4                   | EI   |
| 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                                                            | C. Salva                                | 6                  | Spring | 4                   | EI+E |
| 5AF2020 | Financial Analysis and Valuation                                             | C. Salva                                | 3                  | Spring | 2                   | EI+E |
| 3PS2062 | Leadership                                                                   | M. Debus                                | 3                  | Spring | 2                   | E    |
| 2SC2002 | Socioéconomie de la monnaie, du travail et des ressources                    | O. Crevoisier                           | 5                  | Spring | 2                   | O    |
| 4DR2126 | Transferts de technologie et nouveaux modèles d'innovation                   | NN                                      | 4                  | Spring | 2                   | O    |
| 5TS2001 | Qualitative and mixed methods in social work & social sciences               | NN                                      | 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   |
| 5EN2051 | Special topics in pro-social marketing                                       | A. Grinstein                            | 1.5/3 <sup>2</sup> | Spring | 1 week <sup>3</sup> | EI   |

<sup>1</sup> Credits for elective courses may be freely allocated between the fall and/or spring semesters or validated in a single semester. The courses of the Tracks are part of the elective courses for students who are not enrolled in the Track. 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. See details and procedure.

<sup>2</sup>See course description for the allocation of 3 credits.

<sup>3</sup>The workshop will take place from June 16 to June 19, 2026. Course registration is possible in IS-Academia during the registration period for the Spring 2026 semester: February 16 – March 13, 2026.

\*\*\*This Challenge Innocité takes place before the start of the autumn semester: In 2025, it takes place from September 3<sup>rd</sup> to 5<sup>th</sup> with a kick-off meeting in June 19<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>TRACK 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                                                                      | Programming                              | E. Simon          | 3           | Autumn          | 2                   | E                     |
| 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                    |
| 5ER2053                                                                      | Economic Research and AI                 | Q. Gallea         | 3           | Spring          | 2                   | EI+E                  |
|                                                                              | 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 2026.

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

| <b>TRACK IN SUSTAINABILITY MANAGEMENT (Bilingual) / ORIENTATION EN MANAGEMENT DE LA DURABILITÉ (Bilingue)</b><br><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> |
| 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. Bezençon                    | 6                | Spring          | 4             | EI                    |
| 5ER2023                                                                                                                                             | Environmental economics                                                                        | N. Mathys                      | 3                | Spring          | 2             | E                     |
| 5AF2039                                                                                                                                             | Finance Ethics                                                                                 | E. Fiole                       | 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>                                                                                                                                    |
| • Apply theoretical knowledge to practical problems related to international management issues                                                                |
| • Demonstrate in-depth knowledge of international management issues in practical case study analysis, discussions and problem solving                         |
| • Integrate different functional and cultural perspectives                                                                                                    |
| • Identify and appreciate the ethical issues in management decision areas                                                                                     |
| <b>Knowledge and understanding:</b>                                                                                                                           |
| • Critically analyze the key issues related to the management of international organizations                                                                  |
| • Explain how the social, political, economic and competitive environment impact the performance, the development and survival of international organizations |
| • Develop knowledge in more specific international management related areas through elective courses                                                          |
| • Identify and evaluate social, cultural, global, ethical and environmental responsibilities and issues                                                       |
| <b>Applying knowledge and understanding:</b>                                                                                                                  |
| • Apply appropriate methodologies and frameworks to identify, evaluate and solve international business problems                                              |
| • Formulate practical recommendations for efficient and effective decision-making integrating theory, tools and methods                                       |
| <b>Making judgements:</b>                                                                                                                                     |
| • Assess opportunities and threats for international business development                                                                                     |
| • Apply critical thinking skills to develop innovative solutions for new problems in unfamiliar contexts in organizational settings                           |
| <b>Communication skills:</b>                                                                                                                                  |
| • Communicate ideas effectively, both orally and in writing                                                                                                   |
| • Present solutions to complex international business problems in a synthesized, clear, structured and logical way                                            |
| <b>Learningskills:</b>                                                                                                                                        |
| • Work in an organized manner by respecting deadlines, adapting to potentially changing schedules                                                             |
| • Integrate acquired knowledge and skills                                                                                                                     |
| • Work effectively with others, capitalizing on their different thinking experience and skills                                                                |
| <b>Transferable skills – Project management:</b>                                                                                                              |
| • Define objectives and milestones                                                                                                                            |
| • Organize work in an efficient and effective way                                                                                                             |
| • Manage schedules and priorities                                                                                                                             |
| <b>Transferable skills – Teamwork:</b>                                                                                                                        |
| • Work efficiently and effectively with others in a team, capitalizing on the strengths and different perspectives and skills of each team member             |
| • Listen actively to contributions of other team members                                                                                                      |
| • Mediate in case of conflicts with other team members                                                                                                        |
| • Effectively work within an international and intercultural team context                                                                                     |
| <b>Transferable skills – Participation in society:</b>                                                                                                        |
| • Act on the basis of ethical reasoning                                                                                                                       |
| <b>Transferable skills – Personnel effectiveness:</b>                                                                                                         |
| • Decision making                                                                                                                                             |
| • Manage priorities                                                                                                                                           |
| <b>Transferable skills – Communicate, process, manage, and generate information:</b>                                                                          |
| • Apply knowledge to new situations                                                                                                                           |