



ESSENTIALS

All of France's IAEs practice selective admissions; all require an application. Admission decisions are based on three factors:

- academic record, not only in business and management, but also in other subjects (including language, where a B2 level of proficiency in French is required). Applicants must demonstrate their writing ability, intellectual curiosity, and a broad education
- performance on the Score IAE Message test, which assesses applicants' potential in four areas (French, English, general knowledge, and logical reasoning)
- interview: top applicants are invited to an interview to explore their reasons for wanting to attend the IAE, discuss their goals and achievements, and, generally, to determine whether their personality and background are appropriate for the program for which they have applied.

A good command of French helps ensure that your application will be given careful consideration. And, if you are admitted, proficiency in French will improve your academic performance. English-speaking students have some additional admission options, as IAEs offer some degree programs taught entirely in English. IAEs also offer international student services, such as assistance in preparing the application for admission, help finding housing, in-house language training adapted to specific programs, orientation, tutorials, and ongoing guidance and support.



Online Public Access Catalog

A complete list of degrees, specializations, and institutions can be found on the CampusFrance Website. CampusFrance's online catalog displays every program in France from the Licence to the Doctoral level.

- **campusfrance.org>Find your course**

Licence and Master's levels: A search engine operating by degree level and field of study enables users to find degrees of interest and the institutions that offer them. Doctoral level: The online directory of doctoral departments uses its own search process. A specific search for Programs Taught in English (more than 600 programs).

- **CampusBourse, an online directory of grant programs:**

campusfrance.org>Finance your studies



Degrees from France's University Business Schools - IAE

(for Institut d'Administration des Entreprises)

France's 31 University Business Schools

(IAE, for Institut d'Administration des Entreprises) are found in universities throughout the country. They offer more than 550 general and specialized degree programs from the bachelor's to the doctoral level. Some programs are taught in English.

The first IAEs established in the 1950s. Gaston Berger, director of higher education in the French ministry of national education created IAGs inspired by the Business Schools of the United States. His goal was to create a space where academic knowledge of management could be combined with real-world knowledge while bringing universities and firms into closer contact. Now located throughout France (including Corsica and Reunion), today's 31 IAEs enroll more than 37,000 students/year and concern 325, 000 alumni.

The first IAEs offered just one degree, the CAAE - Certificate of Training in Business Administration -, which was among the first French degrees designed to allow students to add a complementary competency to one already acquired. CAAE programs were intended primarily to deliver management

training to graduates of engineering schools and to graduates of university faculties of law, letters, and sciences. Designed as an *MBA à la française*, the CAAE curriculum formed the core of most IAEs for almost two decades before evolving into a DESS (diplôme d'études supérieures spécialisées) in management. The same degree is now known as the MAE (Master d'Administration des Entreprises).

In 2005, the LMD reform changed the French higher education scene. Under the new scheme, IAEs have been repositioned as University Business Schools. They offer the same master's level degrees as free-standing schools of business, but at university tuition levels. This enables the IAEs to attract excellent students and to confer widely recognized degrees.

Why choose an IAE?

- Choosing an IAE combines the **advantages of a private business school** (selective admissions, small class size at the master's level, easy access to faculty, close ties with firms that are potential employers, an alumni network, internships, a close-knit campus, career focus, an international outlook, help with job placements) with those of the **universities** (an all-PhD faculty, a wide choice of specialized master's programs, and government-accredited degrees).
- Employers value programs that combine **professional training with theoretical instruction**. IAE degrees are designed in consultation with employers so as to meet their needs for trained personnel. The many contacts that students have with the professional world over the course of their program—and especially during internships—reinforce that close link.
- In IAEs, each of which is an integral part of a major university, students do much of the work in **small groups**, supported by research faculty and practicing professionals.
- **IAE's help students get hired**. The constant evolution of professional specializations and the pressure of the competitive business environment force recruiters to seek two basic qualities in new hires: **readiness to hit the ground running and the ability to adapt to new challenges**. In IAEs, the curriculum is designed to cultivate both of these essential qualities.
- **IAEs offer programs in general management and administration up to the Master 1 level** (4 years of postsecondary education), after which students are able to choose from vast array of specialized subjects that span the gamut of management science: marketing, finance, human resources, accounting, international business, public administration, procurement, and so on. More than 600 different degrees are offered.

Map of the IAEs in France

Consistent with the LMD degree scheme

Licence level: +3 years of postsecondary education

- Programs leading to the *Licence* professionnelle
 - *Licence* degrees in management
- Some IAEs offer programs that admit students directly from secondary school.

Master level: +5 years of postsecondary education

- Specialized professional master's programs
- General professional MAE designed for students seeking training in management to complement another skill
- Research master's programs
- MBA

Doctoral level: +8 years of postsecondary education

- PhD in management sciences

Programs to suit a variety of personal circumstances:

- **Traditional programs:** For students without prior professional experience.
- **Continuing education:** For active professionals who want to keep working while they learn.
- **Apprenticeship:** For students under the age of 26 who wish to alternate periods of study with periods of work, thereby enabling them to begin working right away. Students sign an apprenticeship contract with an employer, entitling them to a salary and other employment benefits. At the same time, the student enrolls in a university. Students from outside the European Union must have a work permit before applying to an apprenticeship program.
- **Distance learning:** Distance learning is based on three principles: 24/7 access to online learning resources; interactive work sessions with faculty; and face-to-face seminars that encourage and facilitate group dynamics.
- **Off-site program:** Many off-site programs involve partner institutions located abroad. Some lead to double degrees: students earn the degree of the partner institution as well as that of their home IAE.



Expertise in all Management disciplines

- Sales, Distribution, Procurement
- Public administration
- Organization, Strategy, Projects
- Accountability, Control, Audit
- International management
- Quality, Logistics, Production
- Finance
- Marketing
- Human Resources
- Information systems

In addition to the common base offered by most IAEs, each institute has specific areas of expertise that enable it to offer master's programs in very specialized areas, some unique to just one IAE.

Useful Web sites

- List of IAEs and their programs:
<http://www.reseau-iae.org>
- Score IAE-Message, site of the national test for admission to more than 200 business programs: <http://www.iae-message.fr>
- IAE programs in the CampusFrance catalog:
<http://www.campusfrance.org/fr/d-catalogue/lm/index.htm>