

# Master of Science



## Information and Communications Technology Business Management

### OBJECTIVES - ENVIRONMENT

- A Cellular Society
- European and US Law of E-business
- Economics of telecom and internet

### SECOND YEAR

#### 1<sup>st</sup> semester

##### Specialisation Courses in Business Management applied to ICT

- Policy and Regulation of ICT in Europe
- Market Research and Intelligence
- Data Analysis
- Business Modelling and ICT
- Platforms and Digital Ecosystems
- Global Telecommunications
- Media and Convergence
- Mobile Telecommunications Business

#### 2<sup>nd</sup> semester : Master's thesis

Bachelor's degree research project

Optional : Between 1 year and 2 years  
and a double degree  
year internship in a company, in France or  
abroad.

### COURSE AIMS

#### FIRST YEAR

##### 1<sup>st</sup> semester : Core Courses in Business Management

- Accounting and Finance
- Principles of Marketing Management
- Managerial Economics
- Strategic Management
- International Business Law
- Operations Management
- Human Resources Management
- Management of Information Systems
- French as a Foreign Language

##### 2<sup>nd</sup> semester

- Management Control of Systems and M
- Business Plan Challenge
- Managerial Finance
- Relational Databases
- Law for Communication and IT
- Project Work
- French as a Foreign Language
- + 2 electives courses - for instance :

### KEY WORDS

Marketing / Management  
Sales / Customer  
Marketing and Communication  
Technology / Technology / Communication  
Media

### STRONG POINTS OF THE PROGRAM

Training in business management  
with ICT applications  
Advanced BtoB Marketing in  
Technology  
Customer Relationship Management  
Innovation Project Management and  
Management  
Hot Issues  
Workshop and Project Presentation  
Project Works (180 hours of student  
work)  
French as a Foreign Language

#### 2<sup>nd</sup> semester : Master's thesis

Bachelor's degree  
research project

TOEFL 600  
CBT 235  
IBT 90  
IELTS 6.0

### LOCATION

Paris  
Business School's Paris campus.

### PARTNERS

Altran, Ericsson, Bouygues Telecom,  
StreamWIDE, BNP Paribas, SFR,  
Orange, Alcatel Lucent, Accenture,  
Société Générale

### ADMISSION REQUIREMENTS

Bachelor's degree  
Degree. Official test results of GMAT (code  
number VKQ-C1-36)

### APPLYING

Online, full application file - go to the  
website: [www.telecom-paris.fr](http://www.telecom-paris.fr)

### PROGRAM

24 months : full-time course program  
Bachelor's degree  
double degree, a double degree, a  
double degree, a double degree, a

# Information and Communications Technology Business Management

## DIVERSITY IS A KEY TO THE PROGRAM

- Diversity among students : over sixty nationalities and cultures;
- Diversity on the campus : where about 1000 students from Telecom SudParis, its sister schools and international students.
- A small entering class allows a low student/faculty ratio (faculty - student ratio is 1:10).

## COMPETENCES ACQUIRED

The program develops competences in various functions of the firm. In particular, they acquire competences identified as crucial for the future: communication skills, ability to work in teams, ability to manage projects, ability to work in a market and financial point of view and ability to work in a dynamic environment. Students also develop skills in management, strategic planning, marketing, finance, accounting, information systems, and telecommunications. They learn how to manage R&D agreements, strategic alliances, and international business relations.

## LODGING

Located at the heart of the campus, the "Maison des élèves" (MAISEL) has 730 bedrooms and dormitory rooms, and includes a dedicated dining room.

The residence is located in a quiet area, benefitting from certain conditions.

Services included :

- Private bathrooms
- Shared kitchens
- Washing machines and tumble-dryers
- Ironing rooms
- TV / Games rooms
- Access to the Telecom & Management SudParis (ex INT) IT network with Internet access.
- Phone line in each bedroom

## DETAILS OF SCHOOL

Telecom SudParis consists of a foundation and five schools: International Business School, Telecom SudParis, and three others sharing the same campus in Evry under the name Telecom & Management SudParis. Telecom SudParis provides a mutual enrichment between the two schools, making Telecom & Management SudParis a unique institution in France.

Today's global challenges. An original academic program, combining theory and practical experience, makes it possible to specialize in various fields of management, be it marketing, finance, or information technology.

The multicultural nature of the school justifies the school's international character.

## LANGUAGE OF TEACHING

English

## COST

15 000€

## SCHOLARSHIPS

Available through Telecom Scholarships for Excellence

## CALENDAR

The academic year starts in September.

## CONTACT

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