

Head of Master program

Jean-Marc MONTAUD

Head of Master Management and International Trade, Latin America specialisation

Access to the program

In Master 1, the program is aimed at students holding a bachelor in Management, Economics, Administration, Languages specialised in management or a diploma deemed equivalent.

In Master 2, the training is aimed at students holding a first year Master of Management with an international dimension or a diploma deemed equivalent.

The course is a full-time continuous training (CIF, professionalization period...).

Le Club des
Grandes Écoles
Nouvelle-Aquitaine



IAE PAU-BAYONNE
Graduate School
of Management

MASTER
International Management

Major Latin America

Information

IAE PAU-BAYONNE

8 allées des Platanes
Campus de la Nive
64100 Bayonne

Lorenda Amriou

Assistante de formations master 2

05 59 40 81 14

lorenda.amriou@univ-pau.fr



Application

For exchange program: laetitia.mathieu@univ-pau.fr



eduniversal
MASTERS
RANKING — 2017
The best Masters and MBAs worldwide



CLASSEMENT MASTERS
EDUNIVERSAL MS, MBA
— 2018

Conception : Direction de la communication - Impression : Centre de reprographie - UPPA - Septembre 2018



UNIVERSITÉ
DE PAU ET DES
PAYS DE L'ADOUR

<http://iae.univ-pau.fr>





Objectives

The Latin America specialization is aimed at training specialists able to integrate sustainably into Latin American-orientated organizations through their essential knowledge of the legal, economic, institutional and cultural environment of companies in this continent.

Opportunities

Graduates from this Master's degree take on responsibilities in organizations located in Latin America or developing activities related to Latin America, SMEs, large groups or their international subsidiaries, international public administration, diplomatic agencies, fair trade enterprises, international non-governmental organizations, in jobs such as:

- Director (or Deputy Director) of SME
- Director of subsidiaries abroad for large groups
- Marketing Manager
- Sales Executive
- Business Planning Manager
- International Communication Officer
- Financial and Administrative Manager
- Business Economist
- HR Manager
- Trading firm Executive
- Head of international projects ...

Program of the training

The teaching staff of this Master's degree is composed of French and foreign academics, researchers and professionals of management and international trade (senior executives, international consultants, heads of professional organizations, experts of international affairs).

To develop student's participation in lectures, conferences, real-life case studies, simulation games, project achievements, seminars and professional testimonials, innovative teaching methods are used.



In Master 1, courses and seminars are mostly taught in French, but also in English, Spanish depending on the nationality of the speaker.



The Master 2 course specialisation Latin America is mostly taught in French, some courses can be taught in English, Spanish or Portuguese

Program of the training

The 1st year of this Master's degree takes place in Bayonne, Campus de la Nive, and offers the following courses:

- Fundamentals of management
- The culture of international affairs
- International management techniques and practices
- Language skills with business English and Spanish as well as management courses in foreign languages.

The Master 1 also allows students to develop their professional project thanks to specific focuses (conferences, visits ...) on business management and international trade, a mandatory internship of 2 to 4 months completed at the end of the Master 1, preferably abroad.

Specific module are offered to students in order to understand the issues and challenges of management in Latin America, to develop the languages spoken on the continent (Spanish, Portuguese, English). Projects are perused by students during the Master 1 in connection with culture, society and the Latin American business world.

The 2nd year of this Master's degree takes place over 18 months:

- **A semester in Bayonne** focused on the specificities of business and management in Latin America: Latin American Economy, Political Institutions in Latin America, Business Law in Latin America, Strategic Marketing in Latin America, Human Resources Management in America Latin, Finance and Risk Management Latin America, Business English, Business Spanish, Portuguese Business.
- **A compulsory university semester at a partner university** in Argentina, Brazil, Chile, Colombia, Mexico, Peru, Uruguay
- **A 6 months internship** in a Latin American company or organization.

The master's degree can be prepared either as Professional Master or Research Master. As a research Master's degree, it offers specific modules dedicated to the processes, methods and tools of research in management sciences, requires the preparation and defence of a research dissertation and allows access to the preparation of the PhD in Management Science.