



MSc IN INTERNATIONAL NEGOTIATION AND BUSINESS DEVELOPMENT

**Format:**

M1: Full-time

M2: Full-time or apprenticeship/
alternance

Teaching language: English

Intake: September

Campus: Rennes

Duration: 1 or 2 years

Degrees awarded: Master
of Science + Grade de Master
Diplôme Supérieur en Affaires
Internationales, Négociation
et Géopolitique

Level 7 RNCP Title No. 38066



Optional academic exchange**

MASTER YEAR 1 (M1)*

- > Introduction to Programming
- > Statistics and Data Analysis
- > Introduction to Research Methods
- > Global Mindedness and Intercultural Intelligence
- > Managing Diversity: an International Perspective
- > Change Management in a Digital and Sustainable World
- > Creating Intercultural Dialogue
- > Open Strategy for an Uncertain World
- > Political Behaviour of the Firm
- > Purchasing and Sales Management
- > Global Supply Chain and International Trade
- > Operations Management
- > Geopolitics and International Business
- > Financial Tool Box

LANGUAGES

- > French language and culture for non-fluent French speakers
- > Initiation to Spanish/Italian/Chinese/Arabic for fluent French speakers

PROFESSIONAL EXPERIENCE

- > 2-month internship minimum (in France or abroad)

MASTER YEAR 2 (M2)*

- > Digital Tools for Sales Management, Forecasting and Prospection
- > Graduating Project (MFE)
- > Research Methods in Management (CF RPI)
- > Ethics and Responsible Business Negotiations
- > International Sourcing and Procurement
- > Unframed Leadership Seminar
- > Strategy for Net Zero
- > Geopolitics of Natural Resource and Environment Management
- > Simulations in International Negotiation and Business Development
- > Critical Marketing
- > Sales Strategy and Management
- > International Negotiation and Business Development
- > Learning Expedition
- > Managing Risks and International Business Law

RESEARCH

- > Graduating Project

PROFESSIONAL EXPERIENCE

- > Apprenticeship/alternance contract or a 4-month internship minimum for full-time format (in France or abroad)

* Courses subject to change

** Limited number of seats, only for full time format



**RENNES
SCHOOL
OF BUSINESS**

UNFRAMED THINKING



Unlock your career potential with our Master of Science in International Negotiation and Business Development, a programme that offers deep insights into international business and economic trends. Sharpen your negotiation skills through advanced training, equipping you to negotiate responsible and ethical agreements in complex global environments. Gain expertise in strategic development, learning how to identify and seize global business opportunities. Benefit from hands-on learning experiences designed to tackle real-world career challenges, ensuring you are well-prepared for success in the dynamic field of international business. This MSc prepares you for international careers in the field of business development, export sales, purchasing and international negotiations.

Join a community with over 100 nationalities, in a programme taught by international professors and industry experts!



CAREER OPPORTUNITIES

- Export Sales Manager
- Key Account Manager
- Business Developer
- Strategic Analyst
- International Relations Manager
- International Project Manager
- ...

ADMISSION

ADMISSION CRITERIA

ACADEMIC BACKGROUND

2-YEAR MSc (M1):

- 3-year bachelor's degree

1-YEAR MSc (M2):

- 4-year bachelor's degree or 3-year bachelor's degree with minimum 3 years of professional experience*

*VAPP process required

ENGLISH REQUIREMENT

- TOEIC score of **785**, IELTS score of **6.0**, TOEFL score of **80**, Cambridge **B2**, or completion of the last **two years** of education in English.

NB: An official test with a minimum score of TOEIC>800, TOEFL>80 or IELTS>6.5 is required for graduation

ADMISSION PROCESS

1. Apply Online

<https://apply.rennes-sb.com>

Submit scanned copies in English of your CV, a letter of recommendation and transcripts encompassing all years of your prior degree.

2. Online Interview

Eligible candidates will be invited to an online interview featuring pre-recorded questions.

CONTACT US

inquiries@rennes-sb.com

SCAN QR CODE



FOR MORE INFORMATION
ON THE PROGRAMME



rennes-sb.com



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Rennes School of Business is a private higher education establishment (EESPIG) recognised by the French State.

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