

Année universitaire 2025/2026

International Business - 2nd year of master's degree

Responsable pédagogique : DENIS DARPY - <https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>

Crédits ECTS : 120

LES OBJECTIFS DE LA FORMATION

By combining lessons and professional experience, the International Business (MIB) program aims to provide students with international management, project management, new technologies and digital innovations knowledge and skills, allowing them to do business in an increasingly global and digital environment.

Skills acquired:

The International Business (MIB) is a unique, 2-year, 120 ECTS PSL Master's program (Grade Master) in international business management, with a concentration on digital projects. The program trains brilliant, open minded students, future managers who want to pursue a distinguished international career and to make a difference.

A Corporate-Oriented Program

- An International Dauphine-PSL Master highly regarded by companies;
- Apprentice students work in large, International corporations and innovative startups;
- More than 20 companies trust the International Business year after year; 50% of courses taught by company executives.
- Support is provided to find your apprenticeship including speed dating with companies; 90% of apprenticeships signed before September.

An International Experience

- A unique, international curriculum with three key topics: International Management, Digital Technology Management, Project Management,
- 2 International Field Trip experiences: conferences, company visits, meeting with international MIB Alumni in London (optional) and in Asia.
- 100% of classes taught in English by national and international professors; about 40% foreign students in the program; academic exchange opportunities.

MODALITÉS D'ENSEIGNEMENT

The program is offered in "apprenticeship" or "initial training". It will run over a period of 15 months, from September to the end of September of the year N + 1. The program is delivered entirely in English.

Two tracks are offered:

Apprenticeship Track:

The apprenticeship track combines lessons and a practical experience through the apprenticeship. The schedule is as follows:

- September: full time at university,
- October to the end of March: Monday-Wednesday in a company, Thursday-Friday at university,
- April to the end of November: full time in the company,
- May: Study trip abroad (7 to 12 days)

Non-EU citizens can apply to this program ONLY if they are currently enrolled in a French university/school or holding a carte de séjour. Please check: <http://formasup-paris.fr/apprentis/le-contrat-d-apprentissage.html>

Initial training track:

The Initial training track offers a program of courses followed by an internship. The restrictions of the apprenticeship track do not apply. Students who have completed an M1 at Dauphine may participate in academic exchanges abroad within this track.

- 1st semester: full time at university,
- 2nd semester: full time at the university or academic exchange abroad at one of Dauphine-PSL's partner universities (eligible students – academic records and language requirements).
- Followed by a 6-month internship in an international context.

Students from all tracks are eligible to the optional summer-program in London before the start of the program (fees apply).

ADMISSIONS

Academic Requirements for integrating the M2 Management et Organisation – International Business :

- Master 1 or equivalent - officially recognized 240 ECTS from a University or institution of higher education.
- Fluency in English (TOEFL or IELTS is highly recommended for non-English native speakers; TOEFL 92 IBT minimum is required for studying abroad)
- Experience: at least one experience abroad and a first significant professional experience (e.g., gap year, apprenticeship during the M1 year, etc.)

Academic Requirement for integrating the MIB at the M1 level (M1 “Management et Organisation”):

- Licence / Bachelor (180 ECTS) in management or economics (preferably a degree in management or economics, but we are open to a wide range of profiles)
- Fluency in English (TOEFL, IELTS or GMAT is mandatory for non-native speakers)
- Experience: at least one experience abroad (or international track such as English track) and a first professional experience (internship)

POURSUITE D'ÉTUDES

The program allows students to pursue in a PhD program in Business.

PROGRAMME DE LA FORMATION

- Semester 3
 - Core Courses
 - [Global Strategy](#)
 - [International Business Law](#)
 - [Intercultural Communication & Management](#)
 - [International Marketing](#)
 - [Business Environment Digital Revolution](#)
 - [Go to Market Strategies](#)
 - [Project Methodologies](#)
 - [Business Data Analytics 1](#)
 - [Project Management](#)
 - [Geopolitical Challenges 1](#)
 - [Apprenticeship and group work](#)
- Semester 4
 - Core Courses
 - [International Corporate Finance](#)
 - [Global Leadership and Ethics](#)
 - [International Consulting Business Cases](#)
 - [Communication for influence and Impact](#)
 - [Master thesis](#)
 - [Internship](#)
 - [Apprenticeship](#)

- Risk Track - 9 ECTS
 - [Risk Track : Global Supply Chain Management](#)
 - [Risk Track : Geopolitical Challenges 2](#)
 - [Risk Track : Business Data Analytics 2A](#)
 - [Risk Track : International Project](#)
- Business Development Track - 9 ECTS
 - [BD Track : Doing Business in fast growing markets](#)
 - [BD Track : International Consumer Behavior](#)
 - [BD Track : Business Data Analytics 2B](#)
 - [BD Track : International Project](#)

DESCRIPTION DE CHAQUE ENSEIGNEMENT

SEMESTER 3

Core Courses

Global Strategy

ECTS : 3

Enseignant responsable : Polydefkis LOUKOPOULOS

Langue du cours : Français

Coefficient : 1

International Business Law

ECTS : 3

Enseignants : DUNCAN FAIRGRIEVE, ARNAUD RAYNOUARD

<https://dauphine.psl.eu/recherche/cvtheque/fairgrieve-duncan>

<https://dauphine.psl.eu/recherche/cvtheque/raynouard-arnaud>

Langue du cours : Français

Coefficient : 1

Intercultural Communication & Management

ECTS : 3

Enseignants : DENIS DARPY, GUY ITZCHAKOV

<https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>

Langue du cours : Français

Coefficient : 1

International Marketing

ECTS : 3

Enseignant responsable : DELPHINE CHORENSLUP

Langue du cours : Français

Coefficient : 1

Business Environment Digital Revolution

ECTS : 3

Enseignants : ANOUC K ADROT, PIERRE-EMMANUEL ARDUIN, THOMAS SCHWARZ

<https://dauphine.psl.eu/recherche/cvtheque/adrot-anouck>

<https://dauphine.psl.eu/recherche/cvtheque/arduin-pierre-emmanuel>

Langue du cours : Français

Coefficient : 1

Go to Market Strategies

ECTS : 3

Enseignant responsable : Alice COATALEM (<https://dauphine.psl.eu/recherche/cvtheque/coatalem-alice>)

Langue du cours : Français

Coefficient : 1

Project Methodologies

ECTS : 3

Enseignant responsable : DOMINIQUE FORCEVILLE

Langue du cours : Français

Coefficient : 1

Business Data Analytics 1

ECTS : 3

Enseignants : JEAN FRANCOIS BONNET, JEAN AXEL ULLERN

Langue du cours : Français

Coefficient : 1

Project Management

ECTS : 3

Enseignant responsable : CATHERINE AUBERT-BAUDEQUIN

Langue du cours : Français

Coefficient : 1

Geopolitical Challenges 1

ECTS : 3

Enseignants : ERIC MECHOULAN, ILAN SCIALOM

Langue du cours : Français

Coefficient : 1

Apprenticeship and group work

Langue du cours : Français

SEMESTER 4

Core Courses

International Corporate Finance

ECTS : 3

Enseignants : CLAUDE DE RAISMES, SARAH HUET

Langue du cours : Français

Coefficient : 1

Global Leadership and Ethics

ECTS : 3

Enseignant responsable : FLORENCE LECOUTRE

Langue du cours : Français

Coefficient : 1

International Consulting Business Cases

ECTS : 3

Enseignants : DAVID HATCHUEL, BENJAMIN LEHIANY

Langue du cours : Français

Coefficient : 1

Communication for influence and Impact

ECTS : 3

Enseignants : ELISE ROSTAING, Raquel Maria VALVERDE PUCHOL

Langue du cours : Français

Coefficient : 1

Master thesis

ECTS : 3

Enseignant responsable : DENIS DARPY (<https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>)

Langue du cours : Français

Coefficient : 1

Internship

ECTS : 6

Enseignant responsable : DENIS DARPY (<https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>)

Langue du cours : Français

Apprenticeship

ECTS : 6

Enseignant responsable : DENIS DARPY (<https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>)

Langue du cours : Français

Coefficient : 2

Risk Track - 9 ECTS

Risk Track : Global Supply Chain Management

ECTS : 3

Enseignant responsable : CATHERINE AUBERT-BAUDEQUIN

Langue du cours : Français

Coefficient : 1

Risk Track : Geopolitical Challenges 2

ECTS : 3

Enseignants : ERIC **MECHOULAN**, ILAN **SCIALOM**

Langue du cours : Anglais

Description du contenu de l'enseignement :

Overview

As part of the Risk Management track, this module complements technical courses in supply chain resilience and data-driven risk analysis by offering a geopolitical lens through which future business disruptions can be mapped, interpreted, and mitigated.

Through case studies, simulations, and structured analysis based on Geostrategy by Design, students will learn to connect high-level geopolitical developments with operational and strategic corporate decisions. We also reserve the possibility of inviting an external guest speaker, such as a corporate risk management professional, to provide students with applied insights and real-world perspectives on geopolitical risk management.

This course aims to equip international business students with the tools and mindset required to navigate today's volatile geopolitical landscape. From energy security to supply chain disruption, students will explore how global companies assess, anticipate, and manage geopolitical risk. The course bridges theory and practice through case studies, risk frameworks, and a final simulation exercise.

Why this course matters for the program:

- Develops strategic decision-making and resilience in students
- Connects geopolitics with real business functions (finance, supply chain, compliance) - Promotes analytical rigor and cross-functional skills

Course Structure

Each session is 3 hours

Session 1 – Geopolitical Risk Mapping and Strategic Foresight (EM & IS)

Sessions 2

The geopolitical risk perspective in the global value chain (EM)

Geopolitical challenges to business ecosystems (EM)

Session 3

Geopolitics of Supply Chain Disruption (IS)

Intelligence, Influence, and Corporate Strategy (IS)

Session 4 -Final Workshop: Simulation and Dashboard Presentation (IS & EM)

Compétences à acquérir :

Course Objectives

- Equip students with analytical tools for geopolitical risk management
- Understand key frameworks (PESTLE, scenario planning, risk indices) - Analyze how geopolitical disruptions impact firms
- Learn how businesses integrate strategic foresight into planning and apply strategic foresight to real-world international business scenarios.
- Combine geopolitical insights with supply chain and data risk approaches.
- Present actionable geopolitical dashboards or simulations

Learning outcomes

Develop specific skills :

- Geopolitical risk assessment
- Strategic thinking and foresight
- Crisis simulation and response
- Business decision-making under uncertainty
- Dashboard design and risk communication

Mode de contrôle des connaissances :

Final Project – 70%: Group or individual geopolitical dashboard / scenario.

- Risk radar
- Strategic options
- Stakeholder mapping
- Recommended business responses

Participation – 30%: 1-page response to Geostrategy by Design.

- Creation of a strategic geopolitical dashboard or scenario analysis for a multinational firm or sector exposed to risk.
- Critical Summary – 30%: 1-page response to Geostrategy by Design.

Coefficient : 1

Bibliographie, lectures recommandées :

Core Reading:

- Moreland, Dan. Geostrategy by Design: How to Manage Geopolitical Risk in the New Era of Globalization

Supplementary Readings:

- Gans, John. White House Warriors
- Braw, Elisabeth. The Defender's Dilemma
- Control Risks – RiskMap
- WEF – Global Risks Report
- EIU, Stratfor, geopolitical intelligence providers

Risk Track : Business Data Analytics 2A

ECTS : 3

Enseignants : JEAN FRANCOIS **BONNET**, JEAN AXEL **ULLERN**

Langue du cours : Français

Coefficient : 1

Risk Track : International Project

Langue du cours : Français

Business Development Track - 9 ECTS

BD Track : Doing Business in fast growing markers

ECTS : 3

Enseignant responsable : PIERRE **RELECOM**

Langue du cours : Français

Coefficient : 1

BD Track : International Consumer Behavior

ECTS : 3

Enseignant responsable : DENIS **DARPY** (<https://dauphine.psl.eu/recherche/cvtheque/darpy-denis>)

Langue du cours : Français

Coefficient : 1

BD Track : Business Data Analytics 2B

ECTS : 3

Enseignants : JEAN FRANCOIS **BONNET**, JEAN AXEL **ULLERN**

Langue du cours : Français

Coefficient : 1

BD Track : International Project

Langue du cours : Français

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