

Executive MBA Programme

Leading Business, People & Innovation



The IAE Aix-en-Provence Part-time Executive MBA Programme

Our Executive MBA (EMBA) aims to develop the type of leaders that businesses need to achieve a profitable and sustainable growth. The Executive MBA is designed for high-potential professionals from various backgrounds who strive to gain knowledge in all key general management areas as well as improve leadership skills and develop a clear understanding of complex business issues and their practical solutions.

Is this MBA designed for you?

- You are a high-potential manager faced with international business issues of increasing scope and complexity.
- You are seeking broader knowledge in general management to improve your professional growth.
- You hope to enlarge your personal and professional networks and create new professional opportunities.
- You are looking for a part-time Executive MBA with a strong emphasis on both international management and leadership.
- You are looking for an original programme which combines the expertise of four quality graduate schools, each recognised in their field.
- You seek a strong, diverse and professionalised learning environment: experienced colleagues, international faculty and a practical approach to business solutions.

Objectives and Benefits

- Earn both an internationally-recognised MBA degree as well as a French Master's degree on a part-time basis while still working.
- Experience a strong and proven programme that will develop your competences in management and leadership.
- Increase your confidence while building your professional networks and creating new opportunities for yourself.
- Focus on innovative business that achieves profitable and sustainable growth.
- Enjoy a shared investment between organisations willing to develop and retain talented people and individuals seeking to boost their careers.
- Undertake a Business Consulting Project that represents a significant return-on-investment for both you and your company.



"I think that the IAE Aix is a great place to do business studies. When I consider the quality of the education and what it costs in terms of time and money, the IAE Aix has a very interesting proposition. The combination of undertaking an Executive programme in business while continuing to pursue a professional career is ideal."

Guillaume Faury
PSA Peugeot
Managing Board Member
Executive Vice-President, Research, Engineering and Manufacturing
IAE Aix Alumni 2000

Director's Message

Increasingly, Executives seek both lasting professional satisfaction and personal development as well as greater adaptability to constantly and rapidly changing business environments. As a leading Graduate School of Management, we share these concerns and provide a "win-win" alternative for our Executive participants and stakeholders.

To satisfy the needs of busy Executives, we have designed a unique and flexible programme in a challenging yet congenial environment where long and short-term objectives can be achieved.

Our EMBA programme draws upon the reputation and expertise of four leading French technical and managerial institutions: IAE Aix-en-Provence, Paris Tech -Arts & Métiers, Télécom Ecole de Management and the Groupe IGS. Each partner focuses intensively on its area of expertise to give participants the deepest and most-relevant business knowledge available. EMBA participants gain access to new professional networks and a diversity of global business perspectives from an experienced international faculty invested in both cutting-edge research as well as actively engaged with the broader international corporate community.

Organized in a weekly module format in both Aix-en-Provence and Paris, participants find our format convenient for study while managing professional and family responsibilities.

We strongly value the personal contribution of each of our EMBA participants and attempt to leave a substantial place for EMBA's to leverage their unique skills and life experiences. We foster a truly special learning environment and in the words of one EMBA participant, "We take business, not ourselves, seriously."

This brochure, we hope, will give you a clearer understanding of our EMBA programme. We invite you to explore the IAE-Aix part-time Executive MBA programme, its unique environment, dedicated community and poles of excellence.



Didier Yon.

EMBA Programme Director

Participant Profile

An MBA programme has many advantages as a degree. Most importantly, however, is its broad scope and practicality. It is a degree that offers a general management skills set that can be applied across virtually all sectors and functions of business. EMBA participants come from diverse backgrounds and continue their professional lives in a variety of senior management positions globally. At the IAE Aix, we strongly value the diversity of our EMBA participants and are able to develop a wide-range of Executives. Age and experience are necessary elements for success on this programme as we will draw heavily upon this accumulated knowledge and experience to deal with complex international business issues in class and during group and individual projects.

Dedicated to creating innovative and flexible leaders, we value risk-takers and those with a genuine entrepreneurial spirit.

Sectors Represented

• Services	15%
• Consulting	8%
• Public Work/Construction	15%
• Information Systems	8%
• Hotel & Tourism	8%
• Banking	8%
• Food Industry	15%
• Aerospace Industry	15%
• Telecom	8%

Functions Represented

• General Management	15%
• HR Director	8%
• Chief Financial Officer	8%
• Owner/Founder	15%
• Banker	8%
• Supply Manager	8%
• Project Manager	23%
• Quality Manager	15%

Gender Distribution

• Male	75%
• Female	25%

Average Age

• 30 - 32	12%
• 33 - 35	45%
• 36 - 38	35%
• 39 +	8%



Delphine Martos
Human Resources Director
Michelin Group
Executive Alumni 2008

"As leaders, we must be able to make innovative and courageous decisions and to convince people to work and perform together. That's the way to develop a successful business! There's not a unique approach to leadership. Thanks to the IAE Aix EMBA, I've learnt to analyse situations in different ways and to adapt my creative leadership according to the results I want to achieve!"

Programme Structure & Content

The Executive MBA consists of 13 residential weeks over a 24-month period. It can be completed in 12 months if you have a Master in General Management degree and are exempted from the first year.

Our Executive MBA combines an exciting range of courses in the areas of management competences, skills and challenges as well as intensive focus on leadership and global perspectives. Additionally, it offers unique opportunities for corporate visits, conferences, business simulations & games as well as through e-learning tutoring technology (Cross-Knowledge™).

The programme regularly involves intensive small-group projects guided by faculty mentors. Each EMBA participant is required to engage themselves and their companies in an internal consulting project (ICP).

EMBA Programme - Year 1 6 Intensive Residential Weeks: September - June

AIX	AIX	PARIS	PARIS	AIX	PARIS
Integration Week	Managerial & Financial Accounting	Marketing	Supply Chain Management	Economics	Leadership
Kick-Off: • Action Learning • Business Game • Team-Building	Communication Skills	Financial Statement Analysis	Financial Statement Analysis	Corporate Finance	Economics
		Strategy	Strategy	International Seminar	Corporate Finance
					

EMBA Programme - Year 2 7 Intensive Residential Weeks: September - June/September

AIX	AIX	PARIS	PARIS	PARIS	AIX	AIX
Global Marketing	Leading People & Organizations	International & Cross-Cultural Management	Global Strategy	Leading Change & Transition	Budgeting	Internal Consulting Project Presentations
Global Finance	Business Simulation: Negosim™	Managing Innovation	Designing & Managing ICT	Strategic Human Resources Management	Business at the Intersection	Corporate Visit
						

The Internal Consulting Project : Adding Value to Your Company

The Internal Consulting Project (ICP) is both an essential and rewarding element to the EMBA experience. As an integral “win-win” aspect of the programme, EMBA participants must work with both their company and an academic mentor to develop an in-company project focusing on a specific area for growth or improvement. The project takes place over the course of the second year of study. Once the ICP is completed, the EMBA participant must deliver useful recommendations to company management and the academic team.

The ICP offers many benefits. In particular, EMBA’s develop consultancy and project management skills while using new knowledge and logistical frameworks as well as gain experience leading cross-cultural teams. Under faculty and corporate mentorship, the EMBA participant gains new perspectives of the company and a better understanding of the strategies and stakes involved in the decision-making process.

In sponsoring an EMBA, companies also have much to gain from the ICP. Companies will see greater involvement and improved performance of their managers. Companies may discover and implement, as a result of the ICP, innovative and efficient processes and new solutions to business problems. Assuredly, companies will experience enhanced horizontal cooperation and greater employee loyalty.

Our Community

A leading business school is defined by the nature, strength and diversity of its community. At the IAE Aix en Provence, our world-class community includes a broad-range of members. The IAE Aix-en-Provence and its partner institutions each bring with them well-established and internationally significant reputations in technical and business education. Research-oriented faculty, diverse and carefully selected students, academic partners of quality, dedicated administrators and corporate sponsors share a unique and symbiotic relationship which continually moves our Graduate School of Management forward. As an EMBA participant, we welcome you to this special and successful community.

Academic Partners

A consortium of top graduate schools with differentiated competences in business, engineering and human resources management sharing values of business excellence and management development

IAE Aix-en-Provence
Paris Tech – Arts & Métiers (ENSAM)
Télécom Ecole de Management (INT)
Groupe IGS

Alumni Network

Key to success in business involves growing and building personal and professional networks. As part of the IAE Aix EMBA programme, you will become part of a close-knit and diverse international network of alumni who share a belief in the programme and can be a valuable asset in taking your next professional steps. Additionally, EMBA participants will gain access to alumni networks from all four prestigious consortium partner institutions.

Corporate Links

Some of the key companies and organisations that have sponsored IAE Aix EMBA participants in past years:

Areva
BNP Paribas
Bostick
Bourbon
CMA/CGM
ENVIRON
Eurocopter
GYMA
McCormick
Michelin
SNCF
ST Micro
Theolia
Veolia
Vinci



"To succeed nowadays in our business, we have to lead our people. This "work force" is the foundation of every company. As a result, the IAE Aix EMBA was useful in helping me to choose the best and most consistent way to lead my teams and achieve our targets."

Sylvie Morel
Commissioning Department Manager, New Builds
AREVA NP
Executive Alumni 2008

Admissions Requirements

Qualified candidates should have a valid undergraduate degree or equivalent, five years or more of significant work experience, a good command of English and the professional ambition to work in a challenging international environment.

It is possible to directly join the second year of the EMBA programme, if you have a Master's Degree in General Management or equivalent.* Participants successfully completing this part-time EMBA programme receive both a Master in Business Administration (MBA) degree as well as a French Master's degree in General Management.

The application includes:

- The completed application form
- 2 recommendation letters
- GMAT, or TAGE-MAGE and TOEFL or TOEIC scores
- An interview with admission committee members
- Fees

The EMBA application is downloadable from our website or, at your request, one can be mailed to you.

Fees

25,000 Euros for the 2 year (24-month) programme
10,000 Euros for the first year
15,000 Euros for the second year (12-month) only.*

Fees include

All tuition, instruction, training documents and handouts
Personal follow-up
Language laboratory, library, computer centre
Access to the International Participants Office
Advice & assistance with scholarships and funding
Travelling and accommodation costs are not included in the tuition fees.

Explore the IAE Aix EMBA Today

Finding the right educational options for advancing your career and changing your life is never easy. It is for this reason that we take a one-to-one personalized approach to EMBA admissions, giving each candidate the opportunity to discover the EMBA at their own pace. We are here to inform as well as introduce Executives to our campus, faculty, participants and key alumni so that you will have a genuine and first-hand understanding of the benefits of our EMBA programme. Those who commit are committed for a lifetime.

Feel free to contact us by email or phone for an individualised discussion about your potential as an EMBA candidate and discover how the IAE Aix EMBA programme can help you achieve your personal and professional objectives.

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"I am expanding my horizons thanks to my Executive MBA. The variety of colleagues, the quality of the faculty and the diversity of courses gave me the opportunity to develop new skills and competencies. As a result of my EMBA, I rose in the company. In my new position, I continue to apply concepts from my EMBA day after day."

Guillaume de Blic
McCormick France,
Commercial Director
EMBA Alumni 2009

Leading Global Change & Innovation



Awarded by the association of MBA's, the UK-based organisation responsible for accreditation of MBA programs.



(European Quality Improvement System) awarded to the IAE Aix-en-Provence by the European Foundation for Management Development.



www.mba-iae-aix.com