

Annex to Erasmus + Inter-institutional agreement | Institutional fact sheet 2021-2022

1. Institutional details

Full legal name of Institution:	UNIVERSITE DE POITIERS
Address:	15, rue de l'Hôtel Dieu – TSA 71117 F 86073 POITIERS CEDEX 9
Erasmus Code:	F POITIER01
EUC Number (Charta):	28112
Head of Institution:	Prof. Virginie LAVAL
Title/ Position:	President of the University
Website:	http:// www.univ-poitiers.fr
Erasmus institutional coordinator:	Mr Jean-Marie PINCEMIN, Head of the Central Office for International Relations Jean.marie.pincemin@univ-poitiers.fr

2. Departmental details

INSTITUT D'ADMINISTRATION DES ENTREPRISES (IAE) – UNIVERSITY SCHOOL OF MANAGEMENT

<https://iae.univ-poitiers.fr/>

**Business Administration – Marketing – Public accounting/Control/Audit – Management -
International Management – International Trade – Human resources – Information and
Communication management – Competitive intelligence**

Area code: 04.0 and 15.0

Erasmus Contact Persons

Name: Mr. Clément POUPARD
Title/ Position: **Head of International Relations Office**
Telephone: +33 (0)5 49 45 44 33
Email: cpoupard@poitiers.iae-france.fr

Name: Ms. Lesly CRUZ BARROS
Title/ Position: **Erasmus Incoming and outgoing student's contact person**
Telephone: +33 (0)5 49 45 42 57
Email: lcruzbarros@poitiers.iae-france.fr

Name: Mrs. Chantal MILHADE
Title/ Position: **Departmental coordinator for incoming students and for outgoing students (out of Europe mobility)**
Email: cmilhade@poitiers.iae-france.fr

Address: IAE – Bat E1
Service des Relations Internationales
20 rue Guillaume VII Le Troubadour
TSA 61116 – 86073 Poitiers Cedex 9
Email: ri@poitiers.iae-france.fr

3. Application procedure for incoming Erasmus students:

- Home university has to send to the departmental international relations office a list of the selected exchange students with the following information (e-nomination):
 - Name
 - First name
 - Date of birth
 - Semester chosen
 - Email address

Contact person: lcruzbarros@poitiers.iae-france.fr ; ri@poitiers.iae-france.fr

- Students have then to send their application file to the International Relations Office of the IAE (via e-mail or post).

DEADLINE FOR APPLICATION:

- Autumn semester (1st semester): May 15th
- Spring semester (2nd semester): November 30th

APPLICATION CONTENT:

- Learning agreement duly filled in, signed and stamped by home institution.
- Transcript of records for the past two or three years
- Document from the home university certifying that the applicant has a B2 level in French (or in English if the applicant chooses only courses in English; except for students coming from English-speaking countries)

HOUSING:

The central International Relations Office of the University will help students find accommodation in Poitiers (university residence, private apartment, house sharing etc.). Students are required to complete and validate the online “logement” (= accommodation) application form on the University of Poitiers website by **June 30th** (for the 1st semester) and by **November 30th** for the 2nd semester.

Contact person: Mrs. Sabrina DELB
Address: International Relations Office - University of Poitiers
Hôtel Pinet - 15 rue de l'Hôtel Dieu – TSA 71117
86073 Poitiers Cedex 9
Telephone: 33 5 49 45 30 87
Email: accueil.international@univ-poitiers.fr
Website: <http://www.univ-poitiers.fr/international> (click on
"étudiants internationaux » > « logement » > « formulaire en
ligne : logement et enregistrement »)

ACADEMIC CALENDAR:

Term dates

Autumn semester (1st semester): Beginning September – December or January
(depending on the program chosen)
Spring Semester (2nd semester): January – June/ July

Examination periods

Autumn semester (1st semester): December or January (depending on the
program chosen)
Spring semester (2nd semester): March/ April

Retake exams From June to September

Approximate number of weeks of study

Autumn semester: 12 weeks of classes and 1 week of exams
Spring semester: 12 weeks of classes and 1 week of exams

4. Foreign language for European exchange students

- Foreign exchange students have the possibility to attend courses of French language at beginner, intermediate or advanced level at IAE (free courses).
- **At University of Poitiers** (chargeable courses)

C.F.L.E. (Centre de français langue étrangère)

Email: centre.fle@campus.univ-poitiers.fr

Website: <http://cfl.e.univ-poitiers.fr>

- **At CAREL in Royan (Centre audiovisuel de Royan pour l'étude des langues):**
Email: info@carel.org
Website: www.carel.org

5. List of courses available

MENTION	COURSES	IT	AS	CT	DL
FINANCE	> Finance and Financial Engineering / FRENCH	▶	▶	▶	▶
	> Finance and Real Estate Asset Management (Excelia La Rochelle) / FRENCH	▶	▶	▶	
	> Tax Management / FRENCH		▶	▶	
ACCOUNTING, CONTROL, AUDIT		▶		▶	
MANAGEMENT AND INTERNATIONAL TRADE			▶	▶	
MANAGEMENT ET COMMERCE INTERNATIONAL	> International Mangement / FRENCH				▶
	> International Management / ENGLISH	▶		▶	
	> Sustainable Developpment Management (Excelia La Rochelle) / FRENCH	▶	▶	▶	
	> Real Estate Management (ESSEC) / FRENCH			▶	
	> International Trade / FRENCH	▶		▶	▶
	> International Spirits Trade (Segonzac) / FRENCH	▶	▶	▶	
	> Purchasing and Supply Chain Management (Excelia La Rochelle) / FRENCH	▶	▶	▶	
	> International Business Management (Excelia La Rochelle) / FRENCH	▶	▶	▶	
MANAGEMENT AND BUSINESS ADMINISTRATION OF COMPANIES		▶		▶	▶
MARKETING, SALE	> Marketing and Brand Strategies (Poitiers) / FRENCH	▶		▶	
	> Management of Marketing Projects (Niort) / FRENCH		▶	▶	
	> Brands and Youth Products (Angoulême) / FRENCH	▶		▶	
	> Design, Communication and Packaging (Angoulême) / FRENCH	▶		▶	
	> Luxury Marketing (Excelia La Rochelle) / FRENCH	▶	▶	▶	
COMMUNICATION OF ORGANIZATIONS		▶	▶	▶	
ECONOMIC INTELLIGENCE		▶	▶	▶	▶
HRM		▶	▶	▶	

IT = Initial Training / AS = Apprenticeship / CT = Continuing Training / DL = Distance Learning

(MIM)

Master's 2nd year International Management



This Master's taught in English enables students to train in international management within an international class. The programme welcomes both French and foreign students.

This one-year programme is divided into two semesters : the first semester is devoted to courses taking place on the

Poitiers campus, the second is devoted to a 6-month internship leading to the writing of a Master's thesis and a defence session.

1st semester (230 hours)

UE 01 : International Corporate Policy - 9 ECTS

Economics of the European Market SMEs and International Aspects
Strategic Analysis and International Development International Marketing

UE 02 : International Financial Aspects - 9ECTS

International Financial Markets International Project Management International financial analysis

Management Accounting and International Aspects

UE 03 : International Management - 9ECTS Intercultural Management

Business Negotiation International Human Resources Management

International Social Law

Lecturers in Current International Affairs

UE 04 : Foreign Languages - 3ECTS

Second Language or French as a second language

2nd semester (internship) **UE 05 : Teaching Units - 30ECTS** Internship

Master's thesis and defense session

For courses taught in French, a B2 level is requested in Licence, a C1 level is requested for master 1 and master 2.

Language courses included in the courses

Please note that « Langue vivante 1 » = English (no beginner level)

« Langue vivante 2 » = Spanish, German (no beginner level)

Chinese as beginner, intermediate, advanced

French as a foreign language as beginner, advanced