

# Master of Science

TELECOM  
Ecole de  
Management



#BeTheNextOne

## Information and Communications Technology Business Management

### OBJECTIVES - ENVIRONMENT

The Master of Science in Information and Communications Technology Business Management (ICT-BM) is a 2-year program designed to provide students with a solid foundation in business management and ICT. The program is structured as follows:

**1st semester:** Core Courses in Business Management

- Accounting and Finance
- Principles of Marketing Management
- Managerial Economics
- Strategic Management
- International Business Law
- Operations Management
- Human Resources Management
- Management of Information Systems
- French as a Foreign Language

**2nd semester:** Master's thesis

Bachelor's research project

Optional: Between 1st year and 2nd year, a 6-month internship in a company, in France or abroad.

### COURSE AIMS

#### FIRST YEAR

##### 1st semester : Core Courses in Business Management

- Accounting and Finance
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#### 2nd semester

- Management Control of Systems and M
- Business Plan Challenge
- Managerial Finance
- Relational Databases
- Law for Communication and IT
- Project Work
- French as a Foreign Language
- + 2 electives courses - for instance :

- A Cellular Society
- European and US Law of E-business
- Economics of telecom and internet

### SECOND YEAR

#### 1st semester

##### Specialisation Courses in Business Management applied to ICT

- Policy and Regulation of ICT in Europe
- Market Research and Intelligence
- Data Analysis
- Business Modelling and ICT
- Platforms and Digital Ecosystems
- Global Telecommunications
- Media and Convergence
- Mobile Telecommunications Business Systems
- Advanced BtoB Marketing in Telecommunications
- Customer Relationship Management
- Innovation Project Management and Marketing
- Hot Issues
- Workshop and Project Presentation
- Project Works (180 hours of student work)
- French as a Foreign Language

#### 2nd semester : Master's thesis

Bachelor's research project

Optional : Between 1st year and 2nd year, a 6-month internship in a company, in France or abroad.

### ADMISSION REQUIREMENTS

Bachelor's (or equivalent) Degree. Official test results of GMAT (code number VKQ-C1-36)

### APPLYING

Online, full application file - go to the website: [www.telecom-paris.fr](http://www.telecom-paris.fr)

### PROGRAM

24 months : full-time course program based on a 12-month master's thesis, a 6-month internship, and a 6-month research project.

### KEY WORDS

Marketing / Management  
Statistics / Economics  
Information and Communications Technology / Telecommunications / Media

### STRONG POINTS OF THE PROGRAM

The program is designed to provide students with a solid foundation in business management and ICT. The program is structured as follows:

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### SCHOOL PROPOSING THE MASTER

Telecom Business School is AACSB accredited.

### LANGUAGE REQUIREMENTS

TOEFL 600  
CBT 235  
IBT 90  
IELTS 6.0

### LOCATION

Paris  
Business School's Paris campus.

### PARTNERS

Altran, Ericsson, Bouygues Telecom, StreamWIDE, BNP Paribas, SFR, Orange, Alcatel Lucent, Accenture, S&P.

## DIVERSITY IS A KEY TO THE PROGRAM

- Diversity among students : over sixty nationalities are represented ;
- Diversity on the campus : where a new student building from Telecom SudParis, its sister campus ;
- A small entering class allows a small teaching class (faculty – student ratio is 1:10).

## COMPETENCES ACQUIRED

Students develop a range of functions of the firm. In particular, they acquire competences identified as crucial for the success of a firm. They are able to analyse a market and financial point of view and develop business strategies. Students are able to analyse the impact of technology on the firm's performance. They are able to identify the key drivers of a firm's performance and to develop strategies to improve it. They are able to identify the key drivers of a firm's performance and to develop strategies to improve it. They are able to identify the key drivers of a firm's performance and to develop strategies to improve it.

## LODGING

Located at the heart of the campus, the "Maison des élèves" (MAISEL) has 730 comfortable beds available for students. It is a modern and well-equipped accommodation.

Students benefit from a range of services including private bathrooms, shared kitchens, washing machines and tumble-dryers, ironing rooms, TV/Games rooms, access to the Telecom & Management SudParis (ex INT) IT network with internet access, and a phone line in each bedroom.

- Services included :
- Private bathrooms
  - Shared kitchens
  - Washing machines and tumble-dryers
  - Ironing rooms
  - TV / Games rooms
  - Access to the Telecom & Management SudParis (ex INT) IT network with internet access
  - Phone line in each bedroom

## DETAILS OF SCHOOL

The Business School is a unique institution in France. It is a mutual enrichment of the two schools, making Telecom & Management SudParis a unique institution in France.

Today's global challenges. An original approach, combining the two schools, making Telecom & Management SudParis a unique institution in France.

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## LANGUAGE OF TEACHING

English

## COST

15 000€

## SCHOLARSHIPS

Available through Télécom Scholarships for Excellence

## CALENDAR

The school offers a range of courses and programs.

## CONTACT

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