



INTERNATIONAL
UNIVERSITY
OF MONACO

A UNIQUE LEARNING

AND NETWORKING EXPERIENCE

AN INNOVATIVE PEDAGOGICAL APPROACH THAT
BROADENS THE CLASSROOM'S BOUNDARIES
MASTER OF SCIENCE PROGRAMS



WELCOME TO IUM

THE INTERNATIONAL UNIVERSITY OF MONACO IS A PRIVATE INSTITUTION OF HIGHER EDUCATION FOUNDED IN 1986 IN THE PRINCIPALITY OF MONACO.

The International University of Monaco offers 4 Master Programs in Luxury Management, Finance, International Management, and Sports Business Management.

All our MSc programs boast cutting-edge curricula that combine theoretical business studies and real-life professional experience. Thanks to the careful combination of a solid academic background and an emphasis on relevant real-world applications, our programs and graduates are highly regarded by major international recruiters.



MSc in Luxury Management

- Luxury Brand Management
- Luxury Fashion and Accessories
- Luxury Hospitality & Event Management

MSc in Finance

- Hedge Funds & Private Equity
- Private Banking & Wealth Management

MSc in International Management

MSc in Sports Business Management

KEY FACTS

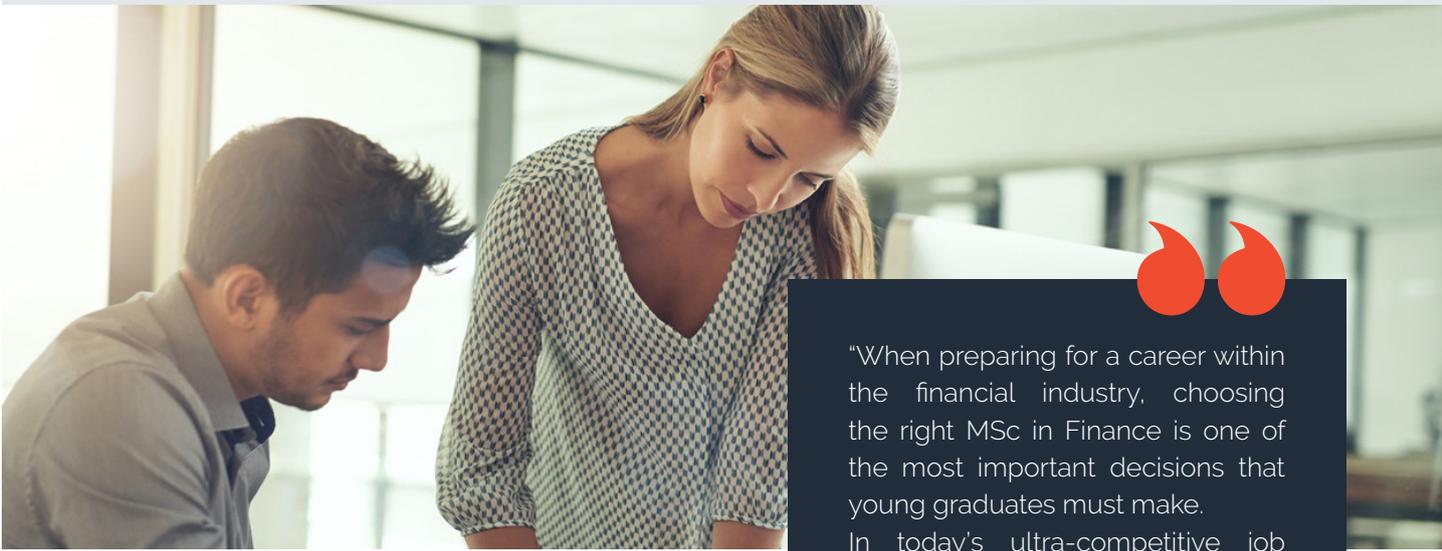
- 16 months program: 10 months in class and 6 months in an internship
- Individual support from Careers services all along the program
- Students attend Monaco main events all through the year
- A tailor-made program portfolio
- Multi-cultural environment

MONACO EXPERIENCE

Monaco, located between France and Italy, is a unique economic model.

By taking advantage of its international setting, and the image of the Principality of Monaco, IUM provides a learning environment that combines the benefits of a small size country with the connections to global businesses, international diversity, and an entrepreneurial spirit.

The Principality of Monaco is a dynamic and multicultural environment where students can learn and experience the finance, sport, and luxury industries at the highest level. The country offers an unparalleled gateway to successful companies that work right on the IUM doorstep.



MSC IN FINANCE

PROGRAM HIGHLIGHTS

- 2 specializations: Hedge Funds & Private Equity, or Private Banking & Wealth Management
- CFA Affiliated: the most respected and recognized investment credential in the world!
- 16-month program / 50 US Credits (120 ECTS) delivered
- Start in September
- Internship, Thesis or Applied Project (Professional Immersion)



“When preparing for a career within the financial industry, choosing the right MSc in Finance is one of the most important decisions that young graduates must make.

In today's ultra-competitive job market, you must not only build strong technical skills and have an adequate understanding of financial markets, but you must also prepare to match the best professional behavioral standards.

The MSc in Finance immerses students in an intensive program that strengthens their technical and soft skills, helps them fine-tune their career plans, and exposes them to top professionals & institutions in Monaco and London.”

DR. GREGORY MOSCATO
DIRECTOR, MSC IN FINANCE

SEPT

CORPORATE FINANCE **Module 1**

- Financial Accounting for Investments
- Stock and Bond Valuation
- Corporate Valuation Project

THE FINANCIAL INDUSTRY **Module 3**

- Investment Banking
- Ethics in the Financial industry
- Financial Innovation

HEDGE FUNDS & PRIVATE EQUITY TRACK

- Private Equity Investing
- Real Estate Investing
- Venture Capital and Entrepreneurial Finance
- Hedge Fund Management

MARKET FINANCE **Module 2**

- Macroeconomics for Financial Forecastings
- Statistics & Financial Data Analysis
- Portfolio Theory & Management

ADVANCED FINANCIAL MARKETS **Module 4**

- Risk Management
- Structured Products
- Derivative Strategies

HEDGE FUNDS & PRIVATE EQUITY TRACK

- Asset Allocation for Practitioners
- Wealth Management
- Client Relationship Management
- Selling Financial Products

STEP 1

CORE COURSES
& PROFESSIONAL
& PERSONAL
DEVELOPMENT

JAN

STEP 2

DEFINING CAREER
OPTIONS
SPECIALIZATION

M S C

IN LUXURY MANAGEMENT

ACHIEVE YOUR CAREER GOALS IN THE LUXURY INDUSTRY

Luxury strategies were invented in Europe and developed worldwide mainly by french and Italian companies" (J.N.Kapferer, V. Bastien, 2012). Monaco lies between these two countries and represents the ideal place where students can learn luxury in class and experience luxury outside class.

Since 2006 IUM has developed the MSc in Luxury Management program, considering the needs of an ever-evolving segment and working closely with large corporations and emerging brands.

The program aims to give students a strong foundation in Luxury Management, making them understand the theoretical framework, the principles of luxury dynamics, the luxury customers, and the luxury codes.

In 15 years, the MSc in Luxury Management has trained a large Alumni Community well established and continually growing across scores of countries now working in all luxury sectors.

- 2 intakes: September and January
- 16-month programs (10 months of courses + 6 months of internship)
- 50 US Semester credits (120 ECTS credits)
- The unique Yachting Track has been designed to satisfy the Yachting Industry demands of professionals with a comprehensive set of managerial competencies in luxury sectors.
- The Asian Track with the Luxury Business Institute Korea (LBI) a period of study, discovery sessions, and internship in one of the biggest distributors of luxury, premium, and lifestyle brands throughout Asia.
- Field Trip
- Internship, Thesis or Applied Project (Professional Immersion)
- Double Degree Option with EBS (European Business School) – Grande Ecole in Paris.
- The Mark Challenge – Business Plan Competition

SEPT

MANAGEMENT

- Marketing of Luxury Goods and Services
- Introduction and Overview of the Luxury Industry
- Organizational Behavior
- The Ethics of Business
- Luxury Industry Competitive Analysis
- Accounting and Forecasting
- Market Research

JAN

3 SPECIALIZATIONS

LUXURY BRAND MANAGEMENT

- Digital Strategy
- Sustainable Luxury
- Media Communication and PR

LUXURY FASHION & ACCESSORIES MANAGEMENT

- Luxury Retail Marketing
- Creativity Workshop
- Luxury Distribution

LUXURY HOSPITALITY & EVENT MANAGEMENT

- Event Management
- Tourism Marketing & Sales
- Hospitality Operational Management

JUNE

professional study trip development

Double degree program/ INSEEC U Grande école Paris-Bordeaux/ Grande école European Business School Paris

INTERSHIP (4-6 MONTHS)/APPLIED ENTREPRENEURIAL PROJECT/THESIS

DEC

M S C

IN SPORTS BUSINESS MANAGEMENT

ACQUIRE THE SPECIFIC SKILLS TO SUCCEED IN SPORTS BUSINESS MANAGEMENT

This challenging study program gives students the fundamental tools, skill sets, and insights, required to understand the different Sports Industries worldwide.

Monaco is a unique place for international sports events. Students will benefit from a unique hands-on approach by participating in the numerous world-class sports events in Monaco: the F1 Grand Prix, the E-Prix, the Monte-Carlo Rolex Tennis Masters, Sportel, or the Peace & Sport forum, to name a few.

They will work on concrete issues and practice what they learn, applying the knowledge acquired in class to real-world challenges.

They will learn from the best academic researchers on Sport Management, from the US to China, and the new trends in Sport & Entertainment and Esport.

PROGRAM HIGHLIGHTS

- The Principality of Monaco is a dynamic and multicultural environment where students can learn and experience the sports industries at the highest level.
- A multicultural environment:
 - Faculty & staff hail from 40 different countries
 - All programs are taught in English
- There is always something going on in Monaco. Whether they are internationally renowned events or IUM-specific events, there will always be something to allow students to live the Monaco experience.
- IUM students regularly participate in the Monaco F1 Grand Prix, Historic Grand Prix, E-Prix, Sportel, Rolex Tennis Masters, Peace & SportForum, AS Monaco Football Club Events organization.
- Double Degree Option with EBS (European Business School) – Grande Ecole in Paris.
- A dedicated Career Coach.
- Global networking with students and alumni from all over the world.

SEPT

CAREER SEMINAR AND PROFESSIONALS WORKSHOPS

JOB MARKET CAREER MAPPING PROFILE CARD

ORIENTATION DAY

SPORTEL

COURSES & OVERVIEW TO SPORT INDUSTRY

PEACE & SPORT FORUM

JAN

CV, LINKEDIN, NETWORKING TECHNIQUES, SPEED BIZ-DATING INTERVIEWS, ON-CAMPUS RECRUITMENT

NETWORKING Cocktail party

STUDY TRIP

COURSES & BUSINESS PROJECTS

ROLEX TENNIS MASTERS

PUBLIC SPEAKING ART OF PITCHING, SAAS TOOLS

INTERNATIONAL BUSINESS DAYS

F1 GRAND PRIX

JUNE

INTERSHIP (4-6 MONTHS)/ APPLIED ENTREPRENEURIAL PROJECT/THESIS

M S C

IN INTERNATIONAL MANAGEMENT

BROADEN YOUR PERSPECTIVES, ENLARGE YOUR CAREER OPPORTUNITIES

- The program presents many career opportunities in international companies, organizations, or NGOs.
- A multicultural setting that nurtures a constant exchange of knowledge and viewpoints, enhancing the overall academic experience.
- International Study Trip: This two-week learning study trip allows students to acquire a deep understanding of an Innovation Ecosystem of a specific area.
- Experiential education and commitment to encourage an entrepreneurial spirit through Capstone Projects, Corporate Projects, Business Plan Competition: The Mark Challenge.
- Option: Double Degree with INSEEC Grande Ecole in Paris and Bordeaux (Specializations: Supply Chain & Purchasing, Strategic Marketing or Wine & Spirit) OR Double Degree with EBS (European Business School) – Grande Ecole in Paris.



"The contemporary business environment is in full mutation; digitalization and globalization are reshaping every industry sector with new technology disrupting the old models. Organizations have to reinvent themselves to thrive in the new competitive landscape. To be active players in this profound transformation, next-generation leaders will need to combine agile management skills with an entrepreneurial and creative mindset to operate in the fast-changing global business ecosystem.

The MSc in International Management prepares prospective managers and entrepreneurs to contribute significantly to companies' performance worldwide while applying the purposes of responsible and sustainable futures to business operations in practice."

MARJORIE BERTSCHY
PROGRAM DIRECTOR

SEPT

MANAGEMENT

- Management and Leadership
- Accounting and Forecasting
- Business Ethics

MARKETING

- Strategic Marketing
- Methods in Market Research

BUSINESS CHALLENGES

- Global Policy, Sustainability Challenges and Business Opportunities
- The Global Economy and the Firms
- Mega Trends and Global Changes

INTERNATIONAL BUSINESS DEVELOPMENT

- International Business Strategy and International Trade
- International Financial Markets
- Intercultural Negotiations and Selling Techniques

INNOVATION AND ENTREPRENEURSHIP

- Business Models and Disruptive Innovation
- Entrepreneurship
- Financing Corporate Growth

PROJECT MANAGEMENT

- Project Management and the Agile Method
- Business Consulting Project
- Design Thinking

JUNE

professional study trip development

INTERSHIP (4-6 MONTHS)/APPLIED ENTREPRENEURIAL PROJECT/THESIS

DEC

PLACEMENT AND CAREERS

THE MSc CLASSES OF 2020 WAS COMPOSED BY 23 DIFFERENT NATIONALITIES

The MSc students were working in 21 different country 3 months after graduation



42%
of the class was
working in Monaco
3 months after
graduation

88%
of MSc were
working 3 months
after graduation
(12% was looking for
a job)

SOME COMPANIES THAT EMPLOYED OUR MSc STUDENTS AFTER GRADUATION:

Société des Bains de Mer - Hôtel de Paris
Monte-Carlo
UBS (Monaco) S.A.
Tesla
Metropole Shopping Center
Hotel The Peninsula Paris
ERNST & YOUNG
BARNES Yachts
Hotel Hermitage
FRASER YACHTS
Zegg & Cerlati
SBM Offshore
Versace
TripAdvisor
Dolce & Gabbana
BNP PARIBAS PARIS HQ
Groupe Financier de Gestion Monaco
Karl Lagerfeld
GUCCI
MONACAIR
Longchamp
Louis Vuitton
HSBC PRIVATE BANK
Bank Julius Baer (Monaco) S.A.M.
Relevance

INDUSTRY 3 MONTHS AFTER GRADUATION

PERCENTAGE

Banking, Finance, Insurance	18.8%
Consumer / Professional Services	10.4%
Consumer Staples / FMCG	4.2%
Energy & Power	2.1%
Fashion, Watches, Accessories	16.7%
Healthcare	2.1%
High Technology & Telecommunication	2.1%
Hospitality & Leisure	20.8%
Industrials & Materials	4.2%
Media, Advertising & Entertainment	11.5%
Real Estate / Construction	4.2%
Retail	2.1%
Government Agencies / Non-Governmental	1.0%
Grand Total	100.0%

ADMISSION PROCEDURES

WE STRIVE TO SELECT A DIVERSE STUDENT BODY, ONE THAT NOT ONLY REFLECTS A VARIETY OF BACKGROUNDS, CULTURES, AND NATIONALITIES BUT THAT REPRESENTS A WIDE RANGE OF PERSONAL INTERESTS AND PROFESSIONAL AMBITIONS. WE SEEK APPLICANTS WITH HIGH POTENTIAL FROM ALL OVER THE WORLD WHO WISH TO SHARE THEIR TALENT AND DREAMS WITH THEIR COMMUNITY.



ADMISSION CRITERIA

- A 3 or 4-year university degree
- Proof of English proficiency

1. APPLY ONLINE



2. UPLOAD THE REQUIRED DOCUMENTS

- Letter of motivation
- University degrees and official transcripts
- CV
- Passport or ID card photocopy
- ID picture
- Proof of English proficiency (TOEFL, IELTS, Cambridge)
- 70€ application fees
- Letter of recommendation is not mandatory

3. JURY OF ADMISSION

- 3 possible options:
- Face to face
 - Phone interview
 - Skype

CONTACT US FOR FURTHER INFORMATION

Call us:
+377 97 986 996

Send us an email:
admissions@monaco.edu

