



I was very lucky to be able to study my master's degree at Rennes Business School! There are world-class excellent professors here, and the setting of courses closely follows the dynamics of market trend. A variety of lectures, talks, group projects, etc. allowed me not only to learn advanced knowledge, but also to improve my soft skills such as speaking and teamwork. The career coaching and recruitment platform provided by the school allowed us to go one step further from our dreams. After graduation, with my study experience, skills and degree at Rennes Business School, I successfully got a job opportunity in Prada. I am very grateful to the school.

Qiuwen Xiao, Chinese alumna



MSc IN INTERNATIONAL NEGOTIATION AND BUSINESS DEVELOPMENT

NEGOTIATE TO WIN

This programme is designed to give students the skills and techniques to enable them to understand and function in a global business environment and progress in their careers. Today, virtually everything we do in life involving people includes negotiation. Successful negotiation does not necessarily mean to win, the other party has to lose.

A good negotiator will work towards a win-win scenario because they are able to fly above the situation and see what is driving the other party. Making the other party look good and giving them a win can also be good for building stronger professional relationships and closing better deals.



ASHA MOORE-MANGIN,
PROGRAMME DIRECTOR

RANKINGS

TOP 10 IN FRANCE

2 **LE PARIISIEN**
International
Ranking 2022

INTERNATIONAL RANKINGS

9 **Shanghai Ranking's Global Ranking of Academic Subjects 2019 Management among French Business Schools**

23 **Master in Finance**
Ranking 2022

48 **Executive MBA**
Ranking 2020

54 **European Business Management**
Ranking 2020

88 **European Business Schools**
Ranking 2021

97 **Executive MBA**
Ranking 2019



RENNES SCHOOL OF BUSINESS
UNFRAMED THINKING

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Contact: inquiries@rennes-sb.com



RENNES SCHOOL OF BUSINESS
UNFRAMED THINKING



European Business Schools
Ranking 2021

PROGRAMME

120 ECTS

SEMESTER 1

COMPULSORY MODULES

Business Students:

- International Trade and Finance
- Marketing of Innovation

Non Business Students:

- Financial Tool Box
- Global Marketing Strategy

All Students:

- International Negotiation and Business Development
- Simulation in International Negotiation and Business Development I
- International Sourcing & Procurement
- Data Science for negotiation and Business Development
- Interpersonal Communication Skills
- Fundamental Excel Skills for Business Management (optional module)

DURATION

15 months

STARTING DATES

September and January

TEACHING LANGUAGE

English

ACADEMIC CALENDAR

> January 2023 intake:

> Modules:

January to December 2023

> Internship: (4 to

6-month duration):
May to August 2023
OR January to
August 2024

> Graduating project:

August 2024

> September 2023 intake:

> Modules:

September 2023
to April 2024

> Internship:

(4 to 6-month duration):
May 2024 to
February 2025

> Graduating project:

October 2024

TUITION FEES

Non-EU students: €18.200
EU students: €16.200

SEMESTER 2

COMPULSORY MODULES

- Managing Risks and International Business Law
- B2B Marketing
- Management of International Negotiation and Business Development
- Sales Strategy and Management
- Simulation International Negotiation and Business Development II
- Strategic Management OR Advanced Strategy
- Corporate Social Responsibility "Winter session" abroad or in Rennes

93%

Rennes
SB students
are employed
6 months after
graduation

FRENCH LANGUAGE FOR INTERNATIONAL STUDENTS

German/Italian/Spanish
for French speaker

ALUMNI

CAREER OPPORTUNITIES

Product Line Manager, Selection & Development Analyst, Sales Director, Export Manager, Purchasing Manager, Sales and Marketing Manager, Head of New Media Operations, Key Account Manager, Investor Relations Officer, Purchasing Officer, Business Developer...

COMPANIES

Volkswagen, Carte Noire, Thales Global Services SAS, Groupe Canal +, Toyota, Doctolib, Lacoste, KPMG, PWC, Leroy Merlin, Marionnaud, L'Oreal, Amazon, Lego SAS, Unilever, Total, Huawei Technologies France...

ADMISSION

REQUIREMENTS

- **English Proficiency (one of the following):**
 - > TOEFL > 80
 - > TOEIC > 750
 - > IELTS > 6.0
 - > Cambridge Proficiency Exam > B2OR
 - > Native Language
 - > Previous studies taught in English (minimum 2 years)
- **A strong academic background**
- **Bachelor or equivalent (diploma)**

STUDENT ACADEMIC BACKGROUND

