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MBA Security, Defense, and Space industries [MBA SDS]

As of Academic year 2019-2020 (starting in September/October 2019), the IAE Graduate School of Management of the Université Nice Sophia Antipolis (Member of Université Côte D'Azur) <http://unice.fr/iae/en/iae-nice> will deliver two Diplomas, both delivered and fully recognized by the French University and Higher Education system:

- A one-year (October-June) MBA program (400 hours - 60 ECTS, on Thursdays, Fridays and Saturdays): “Master of Business Administration in the Security, Defense, and Space Industries” (MBA SDS), entirely taught in English and designed for professionals willing to gain in-depth knowledge in the field of business administration in sectors such as aerospace, security and civil protection, and defense.
<http://unice.fr/iae/en/programs/mba-sds>

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In order to apply you need to have an account on our website: your unique profile.

If you do not have an account yet, you need to create it by clicking on the padlock icon located at the top of the page on the right, then click on the “Create my account” button.

Once you register, you will receive a confirmation email containing the login and password of your account.

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Please note that the email address you use to create your account will be the only one used for the application process, as well as for any communication with the IAE administration.

If you cannot use the above mentioned email any more, please be sure to contact us immediately and preferably by phone (please see: [contacts de l'IAE](#)).

USEFUL INFORMATION: Do you need to know if your application has been verified or evaluated? Do you want to see if your application has been shortlisted as eligible? Do you are eager to know if you have been admitted? You can check your application status 24/7 directly online by visiting your account.

- A Spring Certificate program (80 hours – 12 ECTS, on (Thursday,) Fridays and Saturdays concentrated over a few weeks’ period): “Certificate in Business Administration in the Security, Defense, and Space Industries” (CBA SDS), also entirely taught in English and focusing on the specificities of business administration and management in the aerospace, security and civil protection, and defense industries. Student registration will open soon.
<http://unice.fr/iae/en/programs/cba-sds>

The Rationale

These **business administration and management educational programs** focus on the **security, civil protection, aerospace, or defense markets**, with the argument that the unique characteristics of these sectors, where competitive forces are shaped by regulatory, security and safety considerations that distinguish them from the open market, require the application of management practices that are not commonly used in other industrial and commercial sectors. In these domains key to national sovereignty, indeed:

- Products are often unique with limited production runs, most customers are governments or public entities; where SME's are involved the industrial fabric is highly fragmented with little or no international footprint; public procurement is often by exception, and other specificities influence significantly investment strategies – from R&D to production; marketing relies heavily on lobbying with Government agencies;
- Intellectual property management and export decisions are governed not only by business cases, but also by constraints related to homeland security or national sovereignty, while demand, mostly national, is increasingly becoming international and sometimes global;
- Investment and sales cycles are unusually long with the need to retain valuable technical and managerial capacity – highly-skilled human resources – over the longer term while ensuring technology development continues to be at the state of the art;
- Companies in these sectors are more likely than others to be targeted not just by competitors, but also by intentionally malevolent actors or even foreign agencies. Managing such risks is similar to managing the security of critical infrastructure in energy, transport, etc.

The Context

The MBA-SDS and CBA-SDS students will train in a very international environment: the ecosystem of the Sud (Provence Alpes Côte d'Azur) region, one of the most economically active of France's regions in these sectors, and the IAE Graduate School of Management is connected with Universities around the world. They will develop a vast network of professional relationships from all continents, and the skills necessary to facilitate their future company's transition from fragmented, national markets to the fast-growing European (and global) markets.

The Expected Target Audience

By design, the MBA-SDS and CBA-SDS programs have been developed to prepare management candidates with a unique understanding of the business environment of sectors key to national sovereignty, providing them with the necessary skills to successfully operate: instructors are addressing the course with practical management challenges in mind, drawing from relevant field experience, and going much beyond the provision of background information and theoretical knowledge. The MBA-SDS and CBA-SDS graduates will learn what is required to successfully fulfill a broad variety of management positions, including technology development, project management, sales and marketing, financial management.

Human Resource Departments may want to consider either curricula as part of their staff development strategy. The Certificate, in particular, may become part of the inception process of newly recruited staff, especially for staff transferring from sectors outside security, defense and aerospace, and in need for "acculturation".

Engineers, who often constitute the core of small and medium-size enterprises in the security, defense and aerospace sectors, may find in both diplomas practical ways to complement their skills and competences to better accompany the grow of their company, and managers in sectors outside security, defense and aerospace to seize rising employment opportunities.

Do not hesitate to advertise both among your colleagues and your respective business communities, and to contact Michel.BOSCO@univ-cotedazur.fr to discuss any form of further association with the programs!