



MBA

in Management & Technologies

Program Duration:

- 2 Years for candidates entering with a Bac +3 degree (910 hours total)
- 1 Year for Bac +4 candidates admitted directly into the second year after validation of Bloc 1 and Bloc 2 via equivalent experience or VAE

RNCP Level 7 – Manager d’Affaires (RNCP 40257)

Certification delivered by MANITUDE

NSF Code: 312m Level: Bac +5 (Master's equivalent)

Qualification Issued by: MANITUDE

Work-Study Training:

- Alternance: 4 days/week in the company, 1 day/week at school

MBA/MSc Structure:

- MBA/MSc 1 - Bac +4
- MBA/MSc 2 - Bac +5

International Students - ADMISSION CHECKLIST

- ✓ Résumé / Curriculum Vitae (CV)
- ✓ Application Form
- ✓ Copy of Diploma and Transcripts
- ✓ Motivation Letter
- ✓ Proof of Experience (for Bac +3 or VAE)
- ✓ ID Document (Passport or Residence Card)
- ✓ English Test Result (if applicable)
- ✓ Interview with Admission Officer



After Study Job Opportunities

- ✓ Graduates can pursue roles such as:
- ✓ Business Manager
- ✓ Account Manager
- ✓ Key Account
- ✓ Manager
- ✓ Sales Engineer
- ✓ Business Consultant
- ✓ Project Manager

ADMISSION TESTS

- Study Of The School File Tests: General
- Knowledge, English, Logic and Practical Case Study Individual
- Motivational interview

Capstone Project & Professional Training

Students complete a capstone project based on real business challenges. For international students, internships or work-study (alternance) placements in companies are strongly recommended to reinforce real-world skills and improve employability. While not mandatory under RNCP 40257, such placements are highly encouraged. In initial training tracks, most providers require around 80 days of internship or a 4-month in-company experience.

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MBA In Management & Technologies Curriculum

Program Overview

This program equips learners with cutting-edge knowledge in Management and Technology. With branches in the Middle East, Europe, and America, Top Tech College is committed to innovation, leadership, and excellence in global education and training. This program is a Professional Program in Management and Technology and is RNCP Level 7– Manager d’Affaires, equivalent to Master’s level (Bac +5). Information and Communication Technology (ICT) has become a critical area of specialization for professionals seeking roles in digital industries, including e-commerce and tech companies. This MBA bridges business and technology, providing conceptual knowledge and practical tools to help leaders thrive in the digital age.

BLOCK 1: Define and Implement a Sustainable Business Strategy

- Analyze the market and competitive landscape
- Set profitability targets
- Design omnichannel action plans
- Evaluation: Business case analysis, oral defense

BLOCK 2: Develop Commercial Activity

- Acquire and retain clients
- Prospect and respond to calls for tenders
- Negotiate complex sales, including in English
- Evaluation: Simulations, role play, client file

BLOCK 3: Manage Teams and Networks

- Recruit and onboard team members
- Animate internal and external networks
- Conduct performance evaluations
- Evaluation: HR scenarios, team management report

BLOCK 4: Manage the Activity of a Profit Center

- Oversee financial and administrative operations
- Handle legal and risk management
- Supervise reporting and crisis response
- Evaluation: Business simulation, budget case study

Program Objectives

This program aims to develop high-level business leaders capable of managing:

- Complex commercial negotiations
- Building sustainable strategies
- Driving innovation in a tech-driven world
- Graduates will be equipped to lead multidisciplinary teams, manage profit centers, and contribute to digital transformation initiatives across sectors.

About the Program

The Manager d’Affaires / Business Engineer specializes in:

- Commercial negotiation Complex B2B sales
- Digital transformation
- Positioned at the intersection of sales, technical consulting, and project management, this professional ensures the successful implementation and monitoring of strategic commercial projects.

Internship: In a company in France or abroad (optional)

Program given as an indication. Top Tech College will be able to adapt it according to the requirements of the professional world.

Program contents are indicative & subject to changes, as Top Tech College Constantly improves its curriculum according to evolutions in the business world