

# INTERNATIONAL BUSINESS MANAGEMENT WITH PRACTICUM

## ATTESTATION OF COLLEGE STUDIES

### (AEC | LCA.FA)

- Build a dynamic, comprehensive, and transferable business skillset that will support you to build a career in a variety of global industries
- 20-week practicum at the end of the program to strengthen your résumé and enhance your career success potential
- Workshops in French to boost employability in Montréal
- Program available delivered in English or French



Learn more

## Campus

Montréal

## Language of Program Delivery

English OR French

## Program Length

**Morning:** 52-60 weeks (32 weeks academic study + up to 8 weeks scheduled breaks + 20 week practicum placement)

**Evening:** 80 weeks (52 weeks academic study + up to 8 weeks scheduled breaks + 20 week practicum placement)

## Start Dates

### PROGRAMS DELIVERED IN ENGLISH

#### Morning

**2024:** Jan 2, Jan 29, Feb 26, Mar 25, Apr 22, Aug 12, Sept 9, Oct 7, Nov 4, Dec 2, Dec 30 (first session of 2025)

**2025:** Dec 30 (2024), Jan 27, Feb 24, Mar 24, Apr 21, Aug 11, Sep 8, Oct 6, Nov 3, Dec 1

#### Evening:

**2024:** Jan 29, Mar 25, May 21, Jul 15, Sept 9, Nov 4

### PROGRAMS DELIVERED IN FRENCH

#### Evening

**2024:** Dec 30 (first session of 2025)

**2025:** Dec 30 (2024), Feb 24, Apr 21, Jun 16, Aug 11, Oct 6, Dec 1

## Scheduled Breaks

### Summer Break 2024 / 2025

#### Morning Schedule Only:

Jun 17 - Aug 9, 2024 / Jun 16 - Aug 8, 2025

### Winter Break 2024 / 2025

#### Morning Schedule:

Dec 23 - 27, 2024 / Dec 22 - 26, 2025

#### Evening Schedule:

Dec 16 - 27, 2024 / Dec 22, 2025 - Jan 2, 2026

## Language Level Requirement

### INTERMEDIATE 4 (IN THE LANGUAGE OF PROGRAM DELIVERY)

ILSC Intermediate 4 in English is equivalent to TOEFL iBT: 60, IELTS: 6.0; ILSC Intermediate 4 in French is equivalent to TEF/TEFaQ 400-499, DELF B2 (au mains 16/25)

**OR** Completion of a minimum of three full years of study in a secondary or post-secondary institution where the sole language of instruction is English for entry into programs delivered in English, or French for entry into programs delivered in French.

## Other Admission Requirements

View [general Greystone College Admission Requirements](#) for your chosen campus on our website for more details.

## Program Description

Develop an understanding of business management essentials, the fundamentals of importing and exporting, and globalized economies. Learn how to build bridges across cultures, and prepare for a successful career in international trade. Students will discuss global issues, prepare presentations, participate in team projects, and enhance their research skills.

During the 20-week practicum, students will apply theories learned in class to real world settings that are relevant to their field of study, and align with the learning objectives of the program.

## About the Practicum

The Attestation in College Studies, International Business Management with Practicum combines academic study with practical work experience related to your study area.

After completing the academic study portion, students have the option to either complete a traditional practicum placement in a local business or to spend 20 weeks building a business plan and learning about launching their very own international business from Montréal with comprehensive training and support.

## Program Schedule

MONTRÉAL INTERNATIONAL BUSINESS MANAGEMENT (IBM) PROGRAM (AEC   LCA.FA) MORNING SCHEDULE	
WORKPLACE SKILLS & TOOLS COURSE	ALL OTHER PROGRAM COURSES
TUE-THU* 8:30 AM-2:15 PM Class	MON-FRI 8:30 AM-2:15 PM Class
FLEXIBLE 9 Hours per Week Asynchronous Learning	
TOTAL WEEKLY STUDY HOURS: 26.25	
MONTRÉAL EVENING SCHEDULE (ALL PROGRAMS)	
WORKPLACE SKILLS & TOOLS COURSE	ALL OTHER PROGRAM COURSES
TUE-THU* 5:15 PM-9:00 PM Class	MON-THU 5:15 PM-9:00 PM Class
FLEXIBLE 3.75 Hours per Week Asynchronous Learning	
TOTAL WEEKLY STUDY HOURS: 26.25	

## Practicum Schedule

You will begin a practicum placement after completing your academic study portion. The practicum will last for 20 weeks. Your daily practicum placement work schedule will vary, depending on the needs of your employer.

*\*The Workplace Skills and Tools course takes place for all students during their first session. Students will also attend this course on campus on the very first Monday of the program. Students should also anticipate additional time for completing homework and projects.*

# International Business Management with Practicum Courses

The curriculum is subject to change.

## ACADEMIC STUDY

### CUSTOMS CLEARANCE OF IMPORTED GOODS

In this course, students will become familiar with the terminology, documents and regulations used in the commercial importing and exporting processes.

### E-COMMERCE

Students will gain a solid foundation in E-Commerce. In this course, students will design an electronic commerce project that covers all the aspects of an online business.

### EXPORTATION COSTS

This course is designed to train students to identify, measure, and calculate all the costs involved in the exportation process.

### INTERNATIONAL BUSINESS AND JOB FUNCTIONS

This course introduces students to globalization and to the value-adding activities of businesses in the current global economy. It will cover which kinds of organizations are involved with international business and what are the steps for an international business operation. The course also explores the scope of roles and functions within the industry.

### INTERNATIONAL BUSINESS LAW

This course provides students with an overview of business law and an understanding of basic legal terminology. The course will examine various legal systems and the main international treaties having an impact on international business. Class topics and discussions will draw on examples from current news media reports on international legal cases.

### INTERNATIONAL BUSINESS NEGOTIATIONS

The ability to negotiate effectively is essential in the industry. The purpose of this course is to enhance the students' understanding of the elements of the negotiation process. Students will be able to apply theories and techniques to devise effective negotiation strategies.

### INTERNATIONAL PAYMENTS AND FINANCING

The course will cover the financial benefits / risks a company can be subject to in its international trade operations. Students will learn the tools to conduct international transactions and compare products and services offered by financial institutions or governmental organizations.

### MARKET DEVELOPMENT STRATEGIES

This course is designed to provide students with an introduction to marketing concepts and terminology. It examines the importance of marketing strategies within organizations and society in general. Students will study the major components of a marketing plan, the marketing mix and consumer relationships.

### MARKET STUDIES

Putting theory into practice, students will conduct research, analyze data and specific market trends. As part of this course, students will also gain an understanding of the process behind producing feasibility reports.

### PROJECT IN INTERNATIONAL BUSINESS

This course will give students the opportunity to apply the knowledge they've learned, in a team project initiative. Collaborating together, students will create an international business strategy.

### RESEARCH IN INTERNATIONAL BUSINESS

Analysis and critical thinking are vital to business success. In this course, students will gain the fundamental research skills needed to present quantitative findings. Students will also learn how to evaluate data, and produce relevant reports in order to gain valuable insight for business strategy.

### TRANSPORTATION LOGISTICS

This course introduces students to the concepts of goods transportation management and logistics planning (movement, storage, delivery, packaging, shipping and handling).

### WORKPLACE SKILLS & TOOLS

Learn the fundamental skills necessary for the Canadian workplace. Students will learn topics such as oral and written communication, computer skills, workplace preparation. The course will also cover the necessary skills needed for academic study in their program.

## PRACTICUM WORK EXPERIENCE

### PRACTICUM (20 WEEKS)

In this course, students will prepare to take their new skills and knowledge into the job market in a practicum related to their program. Students will be required to complete job tasks as assigned to them by the employer.

THE PRACTICUM WORK EXPERIENCE COULD INCLUDE ENTRY-LEVEL POSITIONS IN AREAS LIKE

- Marketing or Market Research
- International Trade & Logistics
- E-commerce

## FREE FRENCH LANGUAGE CLASSES

Delivered Through ILSC Montréal and ILSC ALLO \*\*

## WEEKLY STUDY HOURS: 15

\*\* These French classes are available to our Greystone College students for free and are delivered through our sister school, ILSC Language Schools Montréal, and our online French program, ILSC ALLO. These classes will support Collège Greystone students in Montréal to meet Québec's French language requirement for graduation from their program. Weekly study hours are in addition to the Greystone College total weekly study hours.

BONUS: ILSC will pay the TEFAQ Language Exam fee for students with a 95% attendance rate in their French classes once they successfully complete the Intermediate 2 level.



## Bring your own device

To ensure our students have the most transformative learning experience, we recommend the following minimum device requirements:

- Windows 10 or Mac OS v.10.7 or higher
- Processor: Intel i5-6400 or Ryzen 5 1400 minimum
- Memory: 8 GB recommended
- Screen: 14 inches recommended
- Ports: minimum 1 USB 3.0 port
- Built-in camera, speakers and microphone
- Connectivity: WI-FI
- Speed: 50Mbps download speed recommended
- External numeric keyboard (optional but recommended)

Students are provided with a free Microsoft Office 365 account during their studies.

Program information is current as of ©241002 but is subject to change. The most up-to-date information about Greystone College Canada programs and admissions is always available on our website: [www.ilsc.com/greystone-college/canada](http://www.ilsc.com/greystone-college/canada). In case of any discrepancy between this document and our website, the website information will prevail.



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