

# istec

BUSINESS SCHOOL . PARIS

*Grande École – The Ivy League of Business Schools in France*



Master of Business Administration

# MBA

Health Insurance Management

[istec-me.org](http://istec-me.org)



# SUMMARY

1. **Presentation of ISTECH Business School** 
2. **Accreditation and Labels** 
3. **Academic Focus: Health Insurance Management** 
4. **Program Overview and Curriculum** 
5. **Academic Excellence Starts with Exceptional Faculty** 
6. **10 Compelling Reasons to Pursue a Master's Degree at ISTECH Business School** 
7. **Empower Your Next Move** 

# Welcome to ISTEC Business School. Paris

At ISTECH, we don't just teach management—we empower you to master it. Our Bachelor's program is built to sharpen your ability to think strategically, understand business dynamics, and adapt to an ever-changing world.



**LAURENT PLOQUIN**  
Director General of ISTECH Business School

At ISTECH, we don't just teach management—we empower you to master it. Our Bachelor's program is built to sharpen your ability to think strategically, understand business dynamics, and adapt to an ever-changing world.

Our commitment to academic excellence is reflected in our learning-by-doing methodology, which ensures that students can seamlessly integrate management theories into practical business applications.

What sets ISTECH apart? Real-world immersion from day one. Through our learning-by-doing approach, you won't just learn management, you'll apply it in professional settings, gaining the expertise to lead and innovate with confidence.

ISTECH offers a unique advantage among Grandes Écoles (CGE). With 80% of our students actively engaged in work-study, ISTECH remains committed to providing industry-relevant education and career readiness.

Choosing ISTECH means embracing a rigorous, immersive, and future-focused academic experience that enhances professional success.

## ISTECH, A School of the Imparare Group

**IMPARARE**, through its schools—ISTECH, EEMI, Skale, and Skillogs—redefines education with an innovation-first approach that prepares students to lead in a fast-changing world.

**Our MISSION** is to fuse advanced technology with hands-on learning, ensuring students gain the practical expertise and strategic vision needed to excel in modern industries.

**Our VISION** is to make future-focused, multidisciplinary education accessible to all, empowering learners from diverse backgrounds to thrive in an increasingly digital and interconnected economy.

We are committed to reshaping higher education with a bold, forward-thinking model that blends academic excellence, industry relevance, and groundbreaking digital innovation.

# ISTEC's Journey of Excellence: Milestones & Achievements

1961

Establishment of ISTECE, the Higher Institute of Science, Technology, Economics, and Commerce.

1978

Official recognition by the French government, affirming ISTECE's academic standing.

1986

ISTECE's diploma approved by the Ministry of Higher Education, Research, and Innovation

2013

The Bachelor's degree receives official accreditation from the Ministry of Higher Education.

2018

ISTECE joins the Conférence des Grandes Écoles (CGE), an elite network of France's top engineering and business schools.

2020

The French Ministry of Higher Education officially approves the Diplôme Visé Bac+5 (Master's degree).

2021

Formation of the Imparare Group and the ISTECE x EEMI Incubator, fostering multidisciplinary innovation and entrepreneurship.

2022

ISTECE becomes a member of AACSB, marking the start of its international accreditation process

2023

ISTECE joins EFMD Global and further strengthens its accreditation efforts. The school also receives the "Bienvenue en France" label, recognizing its commitment to welcoming international students.

2024

ISTECE expands its global footprint with the opening of its first campus in Chongqing, China.

2025

2025 - Earns a state-accredited MBA, certified at Bac+5 level (RNCP Level 7) and officially recognized by the French Ministry of Higher Education, Research and Innovation.

- ISTECE partners with the UAE-based ATMS Education Group to expand its BBA and MBA offerings in the Middle East.

## Our Values

### SOLIDARITY

Mutual aid. Collaboration.  
Kindness.

### BOLDNESS

Imagination. Anticipation.  
Decision.

### CURIOSITY

Openness. Astonishment.  
Innovation.

### RESPECT

Listening. Tolerance.  
Humility.

### ENGAGEMENT

Involvement. Initiative.  
Responsibility.



ISTEC has seen significant growth, with a diverse student body and numerous recognized programs. The school is part of a larger educational group, enhancing its reach and resources.



3500 partner COMPANIES

91.7 % of the Grande Ecole Program graduates found employment within 6 months\*

100% net employment rate for Bachelor's graduates\*

\*CGE 2022 survey conducted on 2021 graduates

## Pedagogical Positioning

A Dynamic, Human-Centered Learning Approach

At ISTEC, we are committed to fostering individual growth and success, ensuring students gain the knowledge, skills, and perspective to thrive in an ever-evolving world.

Our educational approach is built on collaboration, innovation, and ethical leadership, shaping tomorrow's business leaders through four key pillars:

-  **New Business Models:** Students explore alternative business strategies, gaining the expertise to design, launch, and manage innovative, resilient enterprises.
-  **Global Issues:** We cultivate a profound understanding of environmental and economic challenges, equipping students with the knowledge and skills to create innovative, sustainable business solutions.
-  **People & Organizations:** Leadership starts with people. We emphasize responsible management, equity, and the creation of inspiring workplaces.
-  **Humanities:** Beyond business, we integrate languages, philosophy, and history to refine critical thinking and broaden perspectives.

Our faculty is a dynamic mix of renowned researchers and industry experts, blending academic excellence with practical insights. Through hands-on learning, real-world applications, and an immersive curriculum, ISTEC equips students to shape the future's economic, social, and inclusive progress.

# Accreditation

Since 2024, ISTECH has been eligible for the EFMD accreditation process.



## Labels

In the process of accreditation

The **ISTEC Business School MBA** is a flagship executive education program designed to develop ambitious leaders with a global outlook. Aligned with the provisions of French education law, this program is recognized at the **BAC+5 level**, equivalent to a master's degree in the **French higher education system**. Upon graduation, students are eligible to pursue doctoral-level studies such as the **DBA** or **EDBA**.

Graduates of the **ISTEC MBA** program earn **90 ECTS (European Credit Transfer and Accumulation System)** credits, ensuring the degree is recognized across European universities. This underscores the academic value, mobility, and international credibility of the **ISTEC MBA**.

ISTEC, a proud member of Campus France, received the "**Bienvenue en France**" label in **2023**, highlighting its commitment to creating a welcoming and supportive environment for international students.



**ISTEC Business School** is proud to be part of France's prestigious Grande École system, an exclusive group of top universities known for strong academics, competitive admissions, and a long-standing reputation for excellence. Often compared to leading institutions like the Ivy League in the U.S., these schools offer exceptional learning environments, strong industry connections, and access to powerful alumni networks.

Officially recognized by the **French Ministry of Higher Education** and accredited by the CEFDG to confer the **Grade de Master (Bac+5)**, ISTECH is ranked among the country's leading business schools, preparing graduates for leadership roles in management and entrepreneurship on a global scale.



**Qualiopi** certification acknowledges training providers that meet the government and regional quality standards, ensuring excellence in education for trainees.

ISTEC has been awarded this quality certification for the following areas:

- Training programs
- Experience validation initiatives
- Apprenticeship training

This recognition reinforces ISTECH's commitment to delivering high-quality, impactful education tailored to professional success.



Accreditations and labels serve as key benchmarks of excellence, signifying a business school's quality and global recognition. Awarded after rigorous evaluation, they assess the institution's education standards, research impact, and strategic vision. These distinctions enhance credibility, helping business schools stand out in a competitive landscape and attract both students and recruiters.

# Academic Focus: Health Insurance Management

## Secure Health. Strengthen Business. Elevate Your Expertise.

The MBA in Health Insurance Management prepares professionals to navigate the complex world of healthcare financing, insurance policies, and risk management. The program combines business fundamentals with specialized healthcare insights, equipping graduates with the skills to design effective insurance plans, analyze industry trends, and lead organizations in a rapidly evolving sector.

This MBA in Health Insurance Management focuses on healthcare financing strategies, risk assessment, policy optimization, regulatory compliance, digital transformation in insurance, and emerging trends in global health coverage.

This program emphasizes:

- **Understand Health Insurance Products & Pricing** – Learn how insurance plans are designed, priced, and adjusted to meet the needs of both providers and customers.
- **Manage Risks in Health Insurance** – Develop strategies to identify and minimize financial and operational risks in healthcare coverage.
- **Apply Strategic Marketing Principles** – Gain expertise in promoting health insurance products, building consumer trust, and driving market growth.
- **Leverage Healthcare Data Analytics** – Use data insights to improve decision-making, predict market trends, and enhance policy effectiveness.
- **Strengthen Leadership & Operational Efficiency** – Build skills in managing teams, optimizing workflows, and ensuring smooth insurance operations.
- **Leverage Technology for Quality Assurance** – Integrate management information systems to monitor quality metrics, automate processes, and enhance decision-making.
- **Enhance Financial Decision-Making** – Apply financial principles to create sustainable and cost-effective insurance models.
- **Utilize Technology for Smarter Insurance Management** – Integrate digital tools to streamline processes, improve customer experience, and modernize insurance operations.
- **Encourage Innovation & Entrepreneurship** – Explore new business opportunities and creative solutions for expanding health insurance offerings.

The MBA in Health Insurance Management equips professionals with the skills to shape the future of healthcare coverage, ensuring policies are effective, financially sound, and accessible. By blending business strategy, technology, and consumer insights, graduates are prepared to lead insurance firms, improve healthcare financing, and drive industry innovation.



# Program Overview

## MBA in Health Insurance Management

The MBA in Health Insurance Management is designed to equip professionals with the expertise to enhance organizational efficiency, ensure product and service excellence, and drive continuous improvement. This program integrates core business disciplines with specialized quality management principles, preparing graduates to implement strategic quality initiatives across industries.

### Program Structure

The curriculum is structured across three semesters, combining core business principles, specialized health insurance knowledge, and practical industry exposure.

#### Semester 1: Core Business Foundations

This semester focuses on establishing essential business skills. This foundational stage prepares them for strategic decision-making in complex business environments.

#### Semester 2: Health Insurance & Strategic Management

The second semester shifts toward industry-specific expertise. The curriculum dives into the specifics of health insurance products, pricing, and risk management, equipping students to address challenges unique to the health insurance sector.

#### Semester 3: Capstone & Practical Exposure

This hands-on experience helps them connect theory with practice, ensuring they are ready to address challenges and lead in the health insurance field.

## Why Choose This Program?

- **Growing Industry Demand** – Health insurance is a critical sector within healthcare, with increasing demand for skilled professionals who can optimize coverage plans, manage costs, and ensure regulatory compliance.
- **Leadership Opportunities** – Graduates can take on managerial roles in insurance firms, hospitals, and government agencies, shaping policies that improve healthcare accessibility and affordability.
- **Financial and Risk Expertise** – The program enhances skills in financial planning, actuarial analysis, and risk management, helping professionals design sustainable insurance models.
- **Impact on Healthcare Systems** – Health insurance managers play a vital role in ensuring patients receive adequate coverage while balancing costs for providers and insurers.
- **Career Flexibility** – The degree opens doors to diverse roles, including insurance underwriting, claims management, healthcare consulting, and policy development.

The MBA in Health Insurance Management offers a comprehensive perspective on healthcare financing and insurance strategy, equipping graduates with leadership, analytical, and risk management expertise. Through the integration of entrepreneurial innovation, financial proficiency, and digital transformation, this program empowers professionals to drive insurance initiatives, enhance healthcare policies, and shape the future of the industry.

# Program Curriculum

Build Your Journey

- Award: **Master of Business Administration in Health Insurance Management**
- Credits: 90 ECTS
- Duration: 12-15 months / 3 semesters

## Semester 1 & 2 (60 ECTS)

### Semester 1:

1. Communication and Negotiation Skills
2. Entrepreneurship & Innovation
3. Financial Management
4. Organizational Behaviour & Leadership
5. Management Information System
6. Managerial Economics

### Semester 2:

7. Marketing Management
8. Operations & Project Management
9. Research Methods
10. Healthcare Data Analytics
11. Health Insurance Products & Pricing
12. Risk Management in Health Insurance

## Semester 3: Capstone & Practical Exposure – 30 ECTS

1. Capstone Project / Thesis
2. Internship Report

## Your Faculty: Leaders in Business & Academia

ISTEC's faculty comprises experienced academics and industry professionals who bring a blend of theoretical expertise and real-world insights. Their commitment to quality education and innovation ensures students gain the skills needed to excel in global business



Mr. Daniel Pearce



Dr. Colm Hickey



Dr. Gabriella



Dr. Jean Philippe Serbera



Mr. Sean Kemp



Dr. Peter Stokes



Dr. Ioannis Dermitzakis



Mr. Kees Smeets



Mr. Adam Raman



Dr. David Gordon



Dr. Clayton Davies



Ms. Catherine Bone



Dr. Alex Tziamalis



Mr. Matthew Rogers  
Draycott



Dr. Henry Sidsap

# MBA Class at ISTEC Business School



Virtual Live class



Assignment



Business Presentation



Western-qualified Faculty



Group Discussion



Class Activity



Interdisciplinary Approach



Diverse Peer Group

## 10 Compelling Reasons to Pursue a Master's Degree at ISTEC Business School

- International Prestige with Official Recognition - Earn a globally respected degree accredited by the French Ministry of Higher Education, ensuring academic excellence and international recognition.
- Elite Business School in Central Paris - Join a Grande École of Management located at the heart of Paris, Europe's center for business, culture, and opportunity.
- Accredited and Government-Recognized Programs - Graduate with a state-controlled Visa diploma and RNCP Level 7 title, providing both national validation and international relevance.
- Industry-Aligned Curriculum - Programs are developed in close consultation with employers to reflect the latest market needs and practices.
- Expert Faculty with Real-World Insight - Learn from an accomplished mix of academic scholars and seasoned professionals with practical experience and deep subject expertise.
- Tailored Specializations - Choose from 15 career-focused tracks designed to equip you for leadership roles in evolving industries.
- Entrepreneurial Focus - Strengthen your innovation, leadership, and strategic thinking to succeed in entrepreneurial or intrapreneurial environments.
- Inclusive and Accessible Education - Study in an environment that prioritizes equity, affordability, and diverse learning pathways.
- Global Alumni Community - Tap into an active international network of graduates making an impact in business and beyond.
- Career-Centered Learning Experience - Benefit from strong industry connections, real-world projects, and dedicated career support that align your studies with long-term goals.

# Empower Your Next Move

## Program Flexibility

### Empowering Professionals to Learn on Their Terms

ISTEC Business School recognizes the evolving needs of today's professionals, demanding flexibility without compromising academic quality. Its MBA program is designed to adapt to diverse lifestyles, providing a globally accessible, structured learning experience.

### 100% Online Format - Study anytime, anywhere.

ISTEC's advanced digital platform enables students to:

- Access recorded lectures for on-demand learning
- Participate in interactive discussions and assignments
- Join live sessions with faculty and peers
- Receive personalized academic support and guidance

Whether managing a business, traveling frequently, or balancing professional responsibilities, students benefit from a seamless, high-quality learning journey that transcends time zones and geographic boundaries.

### Non-term Enrollment - Begin when it suits your schedule.

With rolling admissions and a non-term academic model, ISTEC offers:

- Immediate enrollment upon application acceptance
- Flexible commencement dates
- Customizable academic calendars
- Self-paced program progression

Students may complete their MBA in as little as 12 months or extend to 18 months, aligning their studies with professional ambitions and personal commitments.





## MBA Admissions

Empowering Professionals to Drive Meaningful Change

ISTEC Business School's MBA program is tailored for ambitious professionals committed to advancing their careers and making an impact within their industries. The admissions process takes a holistic approach, evaluating both academic credentials and leadership potential.

### Admission Criteria

To be considered for the MBA program, applicants must meet the following requirements:

- A bachelor's degree from a recognized institution (in any discipline)
- Relevant professional work experience

### Academic Counselor Guidance - Personalized Support from Enquiry to Enrollment.

From the initial enquiry to program enrollment, each applicant is guided by a dedicated academic counselor. ISTEC's experienced counselors provide:

- Personalized consultations to clarify career goals.
- Support in selecting the program format and specialization aligned with individual aspirations.
- Assistance in preparing the application and required documentation.
- Step-by-step guidance through the enrollment process.

This personalized support helps every student start the program with a clear understanding of what to expect and how it fits with their goal, whether they're aiming to lead teams, start a business, or take the next step in their career.

# 2025 Fee Structure:

Registration Fee: **AED 2,500**

Course Fees: **AED 3,500 x 12 = AED 42,000**

Administration Fee: **AED 6,000**

**Total Fees: AED 50,500**

- Convocation/Graduation Ceremony Fee - To be informed later
- Certificate Attestation: AED 2500

- 5% VAT exclusive
- Refer to the Course Fee Contract for other charges.
- Any fees paid are non-refundable under any circumstances



**Corporate Office  
Sharjah**

407 | 408  
Rolla Mall, Rolla  
Sharjah, UAE

**Academic Office  
Abu Dhabi**

403 | 404, Suroor Bldg.  
Muroor Street,  
Abu Dhabi, UAE

**Academic Office  
Bahrain**

Bader 2, Office 32  
Bldg.50, Seef 434  
Bahrain

**Academic Office  
Dubai**

501, Bay Square-12  
Business Bay  
Dubai -UAE

**ISTEC Business  
School, France**

128, Quai de  
Jemmapes 75010  
Paris