

TEACHING PROGRAMME

A specific programme for holders of a HED in international trade
Vocational programme to put into practise theoretical knowledge
Courses by professionals
40% of courses taught in foreign languages
A full alternating year
510 hours of courses
60 ECTS credits

IDENTIFICATION AND CHOICE OF CUSTOMERS AND/OR SUPPLIERS ABROAD		
International development strategy	110 hours	12 ECTS credits
Social and collaborative communication		
Running an export project(part 1)		
Import :purchasing and sourcing strategy		
Geopolitics		
Lectures		
COMMUNICATION, NEGOTIATION AND CONTRACTING IN AN INTERCULTURAL CONTEXT		
Personal commitment in communication	210 hours	24 ECTS credits
International negotiation		
Intercultural management		
Business law		
Running of an export project (part 2)		
Foreign languages		
Voluntary humanitarian work		
SUPPLY CHAIN, PAYMENT AND DOCUMENTARY MANAGEMENT		
Sales and purchasing management	60 hours	6 ECTS credits
Running an export project (part 3)		
Management of databases		
CONTROL, ANALYSIS AND CHOICE OF AN INTERNATIONAL STRATEGY		
Financial analysis	130 hours	12 ECTS credits
Forecasting and planning		
Strategic management		
Business plan		
Introduction to entrepreneurship		
IN-COMPANY EXPERIENCE IN ALTERNATING PROFESSIONALISATION OR INTERNSHIP CONTRACT		
Company, thesis and oral exam	24 to 37 weeks in companies according to contract	6 ECTS credits

Remarks :

- ⚡ A 750 score at the TOEIC or 500 at the TOEFL test obtained during the programme is required to validate the certification.
- ⚡ An average mark equal or lower than 05/20 in one of the modules is eliminatory.