

Field of study **Arts, Literature and
Languages Management, Economy,
Communication**

Training available in

Apprenticeship	Initial training
Continuing education	Recognition of prior learning

How to apply :

<https://www.univ-gustave-eiffel.fr/en/formation/applications-and-enrolment/applications>

Course venue :

Campus Marne la Vallée - Champs sur Marne - Bâtiment Copernic 5 Boulevard Descartes 77420 Champs-sur-Marne 5 boulevard Descartes / Bâtiment Copernic - 3ème étage / Champs-sur-Marne / 77454 MARNE-LA-VALLÉE CEDEX 2 / RER A Gare Noisy-Champs <https://lcs.univ-gustave-eiffel.fr/inscriptions-et-rentree/suivi-des-cours/emplois-du-temps> Site internet de l'UFR L&C : <https://lcs.univ-gustave-eiffel.fr>

Calendar :

WORK-STUDY PROGRAMME: 1. Mid-September to mid-April (eight months): two days with the company / three days at university; 2. mid-April to mid-September (four months): full-time with the company. INITIAL TRAINING: three to four and a half month work placement from mid-April in France or overseas. Oral defence of work placement or apprenticeship report: beginning of September. Course calendar: <https://lcs.univ-gustave-eiffel.fr/inscriptions-et-rentree/suivi-des-cours/calendriers>

Contacts :

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More information :

For further details :
<https://www.univ-gustave-eiffel.fr/international/etudiants-internationaux>

Service Information,
Orientation et Insertion Professionnelle (SIO-IP) :

sio@univ-eiffel.fr / Tel : +33 1 60 95 76 76



Bachelor's degree Applied Foreign Languages International Trade Careers English- German



UFR de Langues, Cultures et Sociétés (LCS)

Bachelor's degree L3

TO GET THERE

TARGET CANDIDATES:

1. L2 in Applied Foreign Languages / Foreign and Regional Languages, Literature and Civilisations.
2. Advanced Vocational Training Certificate (BTS): International Trade / Commercial Unit Management / Customer Relations and Negotiation / Transport and Logistics Services / Other.
3. Technical University Diploma (DUT): Marketing Techniques / Company and Administration Management / Logistics Management and Transport / Other.
4. High school diploma plus any other diploma equivalent to two or more years of higher education.

SELECTION CRITERIA:

1. Good level of English and Spanish or German (no beginners).
2. Good general academic level since and including high school.
3. International experience.
4. Professional experience.

ACQUIRED SKILLS

Manage administration for export sales and import purchases / Understand and draft international trade documents / Select and manage relations with international trade service providers: forwarding agents, transporters, customs agents, insurers, banks, consultants, webmasters, solicitors / Communicate and negotiate in English and Spanish or German / Draft commercial documentation, websites and web pages in a foreign language / Undertake foreign market research / Choose foreign markets based on sales or supply / Find international clients or suppliers (sourcing) and manage commercial relations / Manage sales and purchasing operations with subsidiaries or a parent company overseas / Choose, prepare for, attend and monitor international trade fairs and shows.

YOUR FUTURE CAREER

1. VARIOUS PROFESSIONAL OPPORTUNITIES: All industrial sectors / service sectors (engineering, software, IT); international trade service providers (commissioned agents, distributors, trading companies, inspection and certification companies, consultants, communications); logistics service providers (transporters, freight forwarders, customs agents); banking, financial and insurance providers.

2. FURTHER STUDY: Business schools, logistics schools, or universities / specialisations in international trade, purchasing, logistics, marketing, digital marketing, etc.

BENEFITS OF THE PROGRAM

The Business and Commerce - International Trade Careers programme requires a high level of English and Spanish or German, assessed during recruitment, as well as teamwork and professionalisation, related to a high level of individual support. It also aims to make graduates extremely professionally versatile, which allows them to work in a wide variety of roles in international trade, making it easier for them to adapt to the labour market and even change jobs or roles, which is often necessary in this kind of career. Students can study this course in a range of formats: work-study, initial training, vocational training, Validation of Acquired Experience (VAE). Candidates for work-study format receive coaching from May to help them find a company.

More information



PROGRAM

SEMESTER 5

International Trade Techniques (ECTS:4.5)

- Logistique Internationale
- Incoterms et Cotations
- Risques et Instruments de Paiement Internationaux

International Marketing and Negociation (ECTS:3.5)

- Étude des Marchés Étrangers
- Négociation Commerciale Internationale

Financial Management and Business Law (ECTS:4.5)

- Droit des Affaires International
- Droit des Affaires Communautaire
- Analyse Financière

Geoeconomics (ECTS:4.5)

- Organisations Internationales liées au Commerce
- Commerce Mondial
- Accords Commerciaux Régionaux

Business Language: English (ECTS:3.5)

- Anglais des Affaires Écrit
- Anglais des Affaires Oral
- Civilisation des Affaires en Anglais : Royaume-Uni, Irlande

Business Language: German (ECTS:3.5)

- Allemand des Affaires Écrit
- Allemand des Affaires Oral
- Civilisation des Affaires en Allemand : Allemagne

International Operational Marketing (ECTS:4.5)

- Stratégie et Marketing Mix
- Prospection et Sourcing
- Marketing Digital à l'International

Préparation Mémoire Professionnel Tutoré (ECTS:1.5)

- Écrit Français / Anglais 1

SEMESTER 6

Advanced International Trade Techniques (ECTS:4.5)

- Techniques de Paiement et de Financement Internationales
- Cotations : Prix de Vente Export et Coûts de Revient Import
- Douane et Fiscalité Communautaire et Domestique

Advanced Business Language: English (ECTS:3.5)

- Anglais des Affaires Avancé Écrit
- Anglais des Affaires Avancé Oral
- Civilisation des Affaires en Anglais : USA, Canada

Advanced Business Language: German (ECTS:3.5)

- Allemand des Affaires Avancé Écrit
- Allemand des Affaires Avancé Oral
- Civilisation des Affaires en Allemand : Autriche, Suisse

Mémoire Professionnel Tutoré (ECTS:4.5)

- Écrit Français / Anglais 2
- Soutenance en Anglais

Professionnalisation en Entreprise : Stage ou Alternance (ECTS:14)

- Expérience et Rapport Français + Anglais ou Allemand
- Soutenance en Anglais ou Allemand