

MASTER (EN) APPLIED FOREIGN LANGUAGES

Commerce international



UFR Langues, Cultures et Sociétés (LCS)

FIELD Arts, lettres, langues

Course suitable for

Initial Education

Continuing Education

Recognition of prior learning

Apprenticeship

• How to apply :

eCandidat et/ou Etudes En France

eCandidat : <http://langues.u-pem.fr/inscriptions-et-rentree/nouveaux-arrivants/candidatures/ecandidat/>

Etudes En France : <http://langues.u-pem.fr/inscriptions-et-rentree/nouveaux-arrivants/candidatures/campus-france-cef/>

• Course venue :

Champs-sur-Marne

• Calendar :

Organisation de l'alternance : 3 journées (L,M, M en M1, M, J,V en M2) à l'Université, 2 jours en entreprise (calendrier CFA)

<http://langues.u-pem.fr/inscriptions-et-rentree/suivi-des-cours/calendriers/>

• Contacts :

- Academic coordinator : MORNAT Isabelle (M1)

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- Academic coordinator : MORNAT Isabelle (M2)

Email : direction.mci2@u-pem.fr

- Academic secretary : PARISOT Coralie (M1-M2)

Building : Copernic

Office : 3B160

Phone number : 01 60 95 76 91

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For further details :

Information, Career guidance and Professional integration

Department

(SIO-IP) : sio@u-pem.fr / +33 1 60 95 76 76



MASTER (EN) M1-M2

ENTRY REQUIREMENTS

The Master's degree in foreign languages applied to international trade is open to students with a Bachelor's degree, over 26-year-old adults who left university more than two years before and work. Individuals whose prior work experience has been validated can also apply. Each application will be examined by the pedagogical team. Some students (those coming from programmes with no compulsory second foreign languages (German, Spanish and Chinese) will have to take a language test (an oral or written one). The applicants chosen by the selection committee will be interviewed.

ACQUIRED SKILLS

Excellent communication and negotiation skills in both languages. Being able to fill in trade documents in a foreign language. A solid knowledge of foreign countries : cultures, commercial integration, geostrategy and geopolitics. A good command of legal and financial management tools. Expertise in the conduct of market studies. Client and supplier prospecting. Attending trade fairs. Being able to handle international trade relations and to cope with sales-related administrative tasks. Coordinating relations with conveyors, freight forwarders, Customs, insurers, banks, public bodies and local authorities.

YOUR FUTURE CAREER

Positions as executives. Trade engineer, product manager, project manager, marketing officer, manager. Ph.D.

BENEFITS OF THE PROGRAM

Language practice : 70 % of the courses are taught in a foreign language. Solid knowledge of foreign cultures and countries in relation to international trade. A good command of intercultural negotiation techniques in three languages. Apprenticeship for first year and second year master students. First year students : on Mondays, Tuesdays and Wednesdays at University. Second year students : On Wednesdays, Thursdays and Fridays at University. Apprentices work in their companies the rest of the week. First year students do an 8-week internship (or longer) at the end of the second semestre. Second year students do a six-month internship during the second semestre. While doing their internship, students are supervised by a tutor (within the firm) and by a teacher.

STUDY PROGRAM

SEMESTER 1

Specialist Languages English Translation and Writing - Practical Oral English - Translation Assistance Workshop -

Les éléments ci-dessous sont à choix :

German Translation and Writing - Chinese Translation and Writing - Spanish Translation and Writing -

Les éléments ci-dessous sont à choix :

Practical Oral German - Practical Oral Chinese - Practical Oral Spanish -

Cultures and Societies Cultures and Societies of English-Speaking Countries -

Les éléments ci-dessous sont à choix :

German Cultures and Societies - Chinese Cultures and Societies - Spanish Cultures and Societies -

Methodology Methodology in English - Professional Tutored Project Methodology - Professionalisation Follow-Up -

Les éléments ci-dessous sont à choix :

German Methodology - Chinese Methodology - Spanish Methodology -

International trade International Trade Law - Economics of International Trade - International Logistics - Marketing Surveys of Foreign Markets -

Computer Tools Computer Tools in Companies -

Intercultural Commercial Negotiation Negotiation in English - General Culture Conferences -

Les éléments ci-dessous sont à choix :

German-Negotiation - Chinese-Negotiation - Spanish-Negotiation -

SEMESTER 2

Specialist Languages English Translation and Writing - Practical Oral English -

Les éléments ci-dessous sont à choix :

German Translation and Writing - Chinese Translation and Writing - Spanish Translation and Writing -

Les éléments ci-dessous sont à choix :

Practical Oral German - Practical Oral Chinese - Practical Oral Spanish -

Cultures and Societies Cultures and Societies of English-Speaking Countries -

Les éléments ci-dessous sont à choix :

German Cultures and Societies - Chinese Cultures and Societies - Spanish Cultures and Societies -

Economics and Financial Management Financial Techniques of International Trade - International Logistics: Incoterms and Valuations - Regional Integration Outside Europe - International Strategies - International Competitiveness -

Business Law International Business Law - European Integration Law - Business Law in English-Speaking Areas -

Les éléments ci-dessous sont à choix :

German Business Law - Chinese Business law - Spanish Business Law -

Intercultural Commercial Negotiation Theoretical Framework of Intercultural Negotiation - Negotiation in English -

Les éléments ci-dessous sont à choix :

German-Negotiation - Chinese-Negotiation - Spanish-Negotiation -

International Professionalisation Tutored Professional Project - IT for Websites - Internships/Apprenticeship/ FI: Tutoring, Report, Defence in a Foreign Language - Professionalisation Follow-Up/Career Conferences -

SEMESTER 3

Legal and Financial Environments Financing Techniques and Payment Methods - Investment Management - International Contract Law - General Accounting -

Marketing and International Trade Techniques Strategy and Management of International Firms - International Strategic Marketing - Marketing Mix - Prospecting and Sourcing - International Logistics -

Intercultural Commercial Negotiation Negotiation in English -

Les éléments ci-dessous sont à choix :

German-Negotiation - Chinese-Negotiation - Spanish-Negotiation -

Specialist English English Translation and Writing - Communicating in a Professional Context -

Specialist Language B (German or Chinese or Spanish)

Les éléments ci-dessous sont à choix :

German Translation and Writing - Chinese Translation and Writing - Spanish Translation and Writing -

Les éléments ci-dessous sont à choix :

German - Communicating in a Professional Context - Chinese - Communicating in a Professional Context - Spanish - Communicating in a Professional Context -

Cultures and Societies Cultures and Societies of English-Speaking Countries -

Les éléments ci-dessous sont à choix :

German Cultures and Societies - Chinese Cultures and Societies - Spanish Cultures and Societies -

SEMESTER 4

International Professionalisation Internship/Apprenticeship/ Report, Defence in a Foreign Language -