

Programme	Group	Title	Teacher	Hours	Coefficient ECTS
<b>BUSINESS 4</b>				<b>195</b>	<b>35</b>
	<b>BUSINESS &amp; MANAGEMENT</b>			<b>180</b>	<b>19</b>
	Introduction & Principles			0	0
	Marketing			50	5
		International Marketing 1	Thurel	20	2
		Food Products Market	Istin	10	1
		Textile Industry	Delaunay	10	1
		Luxury Goods Market	Clement	10	1
	Import/Export & Logistics			0	0
	Management & Strategy			35	3
		Company strategy 1	Peresson	20	2
		Company strategy : case study	Frachon	15	1
	Finance & Accounting & HR			35	3
		Business statistics & maths	Debauve	20	2
		Corporate Finance 2	Lanchou	15	1
	Purchasing & Sales			45	6
		Company purchasing	Le Page	15	2
		International Contract Law	Nourry	15	2
		Sales management	Thurel	15	2
	Production			15	2
		Production management	Baudet	15	2
	<b>PROFESSIONAL SKILLS</b>			<b>15</b>	<b>1</b>
	Communication			10	1
		Winning negotiation	Bressey	10	1
	Computing				
	Personal Development			5	0
		Personal development - interview simulation	Salkin	5	0
	<b>PROJECTS</b>			<b>0</b>	<b>15</b>
	Projects			0	15
		Work experience	Baron - Salkin	0	10
		Company Project	Baron - Salkin - Miorcec	0	5
