

BTS – International Trade

- Two-year degree (full-time) 120 ECTS 2-month-internship abroad
- Closest equivalent in the UK: Higher National Diploma (HND)
- Gives access to the 3rd year of a BSc

- **For whom?**

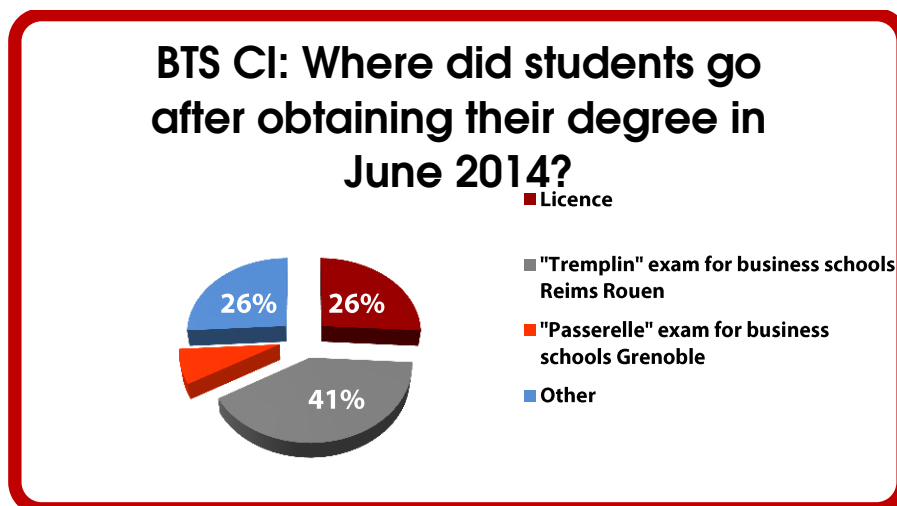
The BTS in International trade targets students who have obtained their French Baccaureate (or equivalent), and who are strongly interested in trade, international issues, and foreign languages.

- **Which career prospects?**

This degree offers a wide range of career prospects:

- Access to a L3: third year of a “Licence” at Grandchamp:
 - “Licence Générale Ressources Humaines”, which corresponds to a BSc in HR
 - “Licence Générale Gestion Commerciale”, which corresponds to a BSc in business management.
- Access to a third year of a BSc in France or abroad (called L3 or “Licence Universitaire” in France).
- Access to a French Grande École de Commerce (selective business school), after passing an open competition exam (a special course module is set up to prepare students for this examination (called AST).

All our students study further after obtaining their BTS degree. Last year, all our students passed the national exam.



- **Subjects studied:**

1. General Subjects: Economy, Law, French.
2. Business Subjects:
 - Business techniques: Logistics and Transport, Customs, Finance.
 - Marketing.
 - Intercultural Management.
 - Sales Negotiation
 - Foreign Languages

3. Two work placements, one in France and a second abroad, for which students can obtain an Erasmus grant (based on social criteria) or a grant from the region.

Exams	Coefficient	Year 1	Year 2
General Knowledge and Expression	5	3h	3h
Foreign Language ENGLISH	5	3h	3h
Foreign Language SPANISH or GERMAN	5	3h	3h
Economy – Law	3	4h	4h
Company Management	2	2h	2h
Market Watch and Analysis	6	5h	
Business Computing	2	2h	
Business Development and CRM	3	2h	3h
Sales Negotiation (in English)	4		5h
Import / Export Management	6		7h

- **Work placement abroad:**

- Takes place in an English-speaking country, or in a country whose language you have studied.
- Lasts 8 weeks. It allows you to gain a first hands-on experience in international marketing and prospection.
- Represents a significant moment of your student life, both culturally and professionally.
- Offers an excellent opportunity to improve your foreign language skills.

- **Work placement at the end of your second year:**

It lasts 4 weeks and takes place in an international Logistics Department (customs, import/export, documentary credits...).

- **Grandchamp offers you the following benefits:**

- A dedicated teachers' team who supports your efforts.
- Regular training sessions which allow you to assess your level for the written and oral exams.
- Communication seminars organized by professionals. Participation to the Competition of the CCE "Conseillers du Commerce Extérieur" (international trade experts).
- A preparation to the TOEIC exams (on a voluntary basis).
- Modern facilities: computers, canteen, cafeteria, library.
- A tutor (= a second year student) who helps you in your search for a traineeship.
- An access to activities aimed at widening your cultural knowledge (solidarity, reflection, religion).

Tuition Fees: 1857 € a year (sept 2014), to which you add your registration with the social security system and costs linked to the work placement.

- **Contact:** For more information on this programme, don't hesitate to get in touch with:

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- Nathalie DE SOUSA, Higher Education Administrative Assistant : n.desousa@nd-grandchamp.fr