

THE BTS - INTERNATIONAL COMMERCE - IN A NUTSHELL

- A new training course (BAC + 2 - Second-year university level -) in Western French Guiana in a privileged setting.
- A 12-week training period, 8 of which have to be spent abroad.
- Supervision provided by qualified teachers.
- Several classrooms kept for the sole use of the BTS students and fitted with laptop PCS for the entire duration of the training course.



L'Aventure commence ici...

**Higher Technical Certificate
(two-year technical degree)
in International Commerce**

CONTACT US

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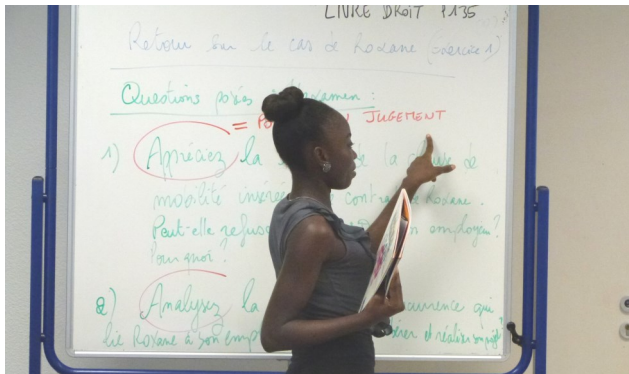
A WORKING ENVIRONMENT CONDUCTIVE TO SUCCESS



Many subjects are assessed within the framework of the CCF (Continuous assessment).



A great importance is attached to the study of foreign languages



COURSES

WEEKLY SCHEDULE AND SUBJECT WEIGHTINGS

Subjects common to the two years of training:

- **Foreign languages** : A : English - B : Spanish or Portuguese - 4 hours - Weighting : 5.
All language courses are evaluated through continuous assessment.
- **General knowledge and expression** - 2 hours - Weighting : 5 (written test).
- **Economics and law** : 4 hours - Weighting : 3 (written test).
- **Management** : 2 hours - Weighting : 2 (written test).



Subjects specific to the 1st year :

- **Study and monitoring of foreign markets** : 6 hours - Weighting : 4 (continuous assessment).
- **Commercial data processing** : 3 hours - Weighting : 2 (continuous assessment).
- **Canvassing and following through the customers** : 6 hours - Weighting : 3 (continuous assessment).
- **Cross-cultural communication and management** : 2 hours.

Subjects specific to the 2nd year :

- **Negotiation and selling techniques, in French and in foreign languages** : 7 hours - Weighting : 4 (continuous assessment).
- **Management of import/export transactions** : 7 hours - Weighting : 2 (continuous assessment) + 4 (written test).

JOB OPPORTUNITIES

- Commercial assistant in export sales
- Forwarder's assistant
- International purchasing assistant
- Area supervisor's assistant
- Product manager, international assignment manager, client service manager.



CONTINUATION OF STUDIES

- Higher education in International Commerce
- College studies : Bachelor's degree in AES (Administration Economique et Sociale - Economic and Social Management), bachelor's degree in International Commerce
- Additional training