

## ***PRESENTATION OF INTERNSHIPS IN FRANCE AND ABROAD 2009-2010***

### **First Year (Semester 1) :                    « Work Experience » Internship**

- Objectives :*            To give students a broader vision of the company by placing them in an operational context :  
production mission, shelf stacking ...  
To teach students how to prove their capacity to integrate in a professional environment ;  
appearance, punctuality, politeness, motivation, availability...
- Mission(s) :*            Manual work, employee in the industrial or tertiary sector.
- Dates:*                    From beginning of December to beginning of January.
- Length :*                 4 weeks - 2 ECTS

### **First Year (Semester 2) :                    « Sales » Internship**

- Objectives :*            To give students responsibilities in sales and sales prospecting  
To manage, analyse and give feedback on results  
To be autonomous and operational.  
To be able to integrate and prove ability in a professional universe  
To prove capacity to adapt to a professional environment ; appearance, punctuality, politeness,  
motivation, availability
- Mission(s) :*            Direct contact with customers.
- Dates :*                    From end of June to end of July
- Length :*                 5 weeks minimum – 3 ECTS

### **2<sup>nd</sup> Year (Semester 3) :                    « Import-Export » Internship**

- Objectives :*            To work with suppliers or foreign customers on a daily basis..  
To start preparing for the 3<sup>rd</sup> year internship abroad..  
To practise and improve foreign languages..
- Mission(s) :*            *Make up a market survey for a company wishing to set up on a foreign market – students should  
use their foreign languages on a daily basis.*
- .Dates:*                    From beginning of January to middle of March
- Length*                    10 weeks minimum – 6 ECTS

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**3rd Year (Semester 5 or 6) :****« International » Internship**

*Objectives :* To work abroad in an economic and cultural environment  
To develop abilities to adapt, be autonomous and have responsibilities

*Mission(s) :* Students should use their knowledge of foreign languages on a daily basis

*Length:* 22 weeks minimum – 30 ECTS

**4th Year (Semester 8):****« Professional » Internship**

*Objectives :* To become familiar with chosen speciality (International Sales/Purchase negotiation or International strategic marketing)  
To carry out a mission enabling students to consolidate their professional project.  
To develop initiative and a sense of responsibility

*Mission :* A pre-specialisation which may help when deciding on choice of major in the fifth year (International Sales/Purchase negotiation or International Strategic Marketing )

*Dates:* From middle of May to middle of September

*Length :* 18 weeks – 15 ECTS

**5<sup>th</sup> Year (Semester 10):****« Project Management » Internship**

*Objectives:* To be in charge of a mission in terms of objectives or results, distinct from the missions carried out by executives in the company.  
To have a certain level of autonomy to make decisions in terms of setting up objectives, options or action plans.

*Dates:* From end of March to middle of September

*Length:* 24 weeks minimum – 30 ECTS

**Calendar of Internships**

	Jan.	Feb.	Mar	Apr	May	June	July	Aug	Sept.	Oct.	Nov.	Dec.
« Work experience » internship												ESCIP 1
« Sales » internship						ESCIP 1						
« Import-Export » internship	ESCIP 2											
« International »internship	ESCIP 3 (6 mois)*											
« Professional internship					ESCIP 4							
« Project Management » internship			ESCIP 5									

\* period varies according to the academic period

Undergraduate cycle

Graduate cycle

