



3rd Year Program

2009-2010

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*The semester varies on the host institution

The curriculum may be modified or adapted to improvements of pedagogy

LEGENDE

CODIFICATION SYMBOLES	EXPLICATION
ECTS	European Credits Transfer System
UE	Teaching Unit
TEACHING UNITS	
MKG	Marketing and Sales Processes
ENV	Company Environment
FC	Finance & Auditing
HO	Human Resources Management
LAN	Languages – Intercultural Management
SIO	Information Systems & Process Optimization
PPP	Professionalization Module, Personal Project Monitoring
PRO	Projects and Studies Module
OPT	Optional Module

**ESCIP – STUDY YEAR 2008-2009
3RD YEAR PROGRAMME**

ACADEMIC SEMESTER (5 or 6*)

The academic semester abroad is subject to a contract of exchange (learning agreement) between the student, ESCIP and the host institution. List of lessons to be chosen by the students:

Codes	Teaching Units	ECTS
MKG	<u>MARKETING AND SALES PROCESSES</u> International Marketing / Sales Processes / Global Marketing / Business Communication / Business strategy and negotiation / Internet Marketing / CRM and e-commerce / Consumer behavior / Media Management...	
ENV	<u>ENVIRONMENT OF THE COMPANY</u> Business Ethics and Sustainability / Sustainable Development / Doing Business Abroad / Multinational Companies / International Economics / EU Law / Internet Law / International Political Relations / European Union Economy / International Public Law...	
FC	<u>FINANCE & AUDITING</u> Management accounting / International Finance / Financial management / International Taxation / Investment financing and management...	
HO	<u>HUMAN RESOURCES MANAGEMENT</u> Human Resources Management / Cross Cultural Management / European Integration / Business Communication / Intercultural Communication / Organizational Theory / Interpersonal Skills...	
SIO	<u>INFORMATION SYSTEMS & PROCESS OPTIMIZATION</u> Information & Communication Technology for business / International logistics / Transportation Management / Productivity and Quality Management / Purchase and materials Management / Supply Chain Management...	
	TOTAL	24
LAN	<u>LANGUAGES –INTERCULTURAL MANAGEMENT</u> English / Spanish / Catalan / German / Italian / Chinese / Polish / Hungarian / Croatian / Estonian / Russian / Turkish...	
	TOTAL	4
CG	<u>GENERALE CULTURE</u> Cuento Hispanoamericano / History of Cyprus / Estonian Language & Culture / History of Mexico...	
	TOTAL	2
	TOTAL SEMESTER 5 OR SEMESTER 6	30

INTERNSHIP ABROAD (Semester 5 or 6)

Codes	Modules	Credits
PPP361	<u>PROFESSIONALIZATION MODULES, PROFESSIONAL PROJÉT MONITORING:</u> Internship : « International »	30

*Le semestre varie en fonction de l'institution d'accueil

ACADEMIC SEMESTER **ABROAD**

ACADEMIC SEMESTER ABROAD

Year 3	Semester : 5 or 6
Duration	4 - 6 months
Language	According to partner university : English, German or Spanish
Academic Supervisor	Jean-Michel VIGNON
ECTS	30

This international experience is an integral part of the ESCIP degree course.

The academic semester is the subject of 30 ECTS credits. The period varies depending on the partner university: semester 5 or 6.

EDUCATION OBJECTIVES

- Promoting international career guidance and language development.
- To have an open mind when focusing on international trade..
- Acquire a thorough knowledge of methods and techniques of international trade.
- To be aware of the workings of a multi disciplinary nature of intercultural and international trade.
- Develop intercultural skills essential to all professional staff for an international career.
- Improve the student's cultural knowledge of the country at which the exchange will occur and to give the student a real professional advantage over those who never had any practical experience of the country.
- Achieve a maturity and relativize the importance of own values when in contact with those of a different culture.
- To provide assurance when dealing with problems regarding expatriation, such as travel arrangements, finding accommodation, medical coverage, visa applications

FOLLOW UP

- Signing of a study contract by the student: « learning agreement ».
- Signature of a document entitled: « student engagement ».
- Follow-up by an official person from the host university.
- Monitoring by the head of area and the international department of ESCIP.

COURSE

- Selection of subjects taught in agreement with the International and the Pedagogical Department.
- Subject material sent within 15 days of the « learning agreement » form being signed by the partner institution.
- The course load must be identical to that followed by students of the host country and at least 30 credits or equivalent.
- The materials chosen must correspond to the teaching unit of ESCIP, i.e. a minimum of 24 credits or equivalent is required from the EU following:

- | | |
|---|---------------------------------|
| -Marketing and Trade policy | - Company environment |
| -Finance – Controls | - Human Resources Management |
| -Information Systems and Process Optimization | - Personal Professional Project |

The Teaching Unit languages and intercultural management : maximum of 4 ECTS or equivalent

The Teaching Unit General Culture : maximum 2 ECTS or equivalent

Where the courses languages, intercultural management and general culture cannot be chosen, 30 ECTS credits must be allocated to the Teaching Units mentioned above.

THE ACADEMIC SEMESTER

The university semester, depending on the academic calendar, is in force unless changed in writing by the responsible zone.

EVALUATION

The student must meet the conditions for success of the host university or at least reach the average requirement in accordance with the rules in place. In the case of inadequate results at the host university, it is the responsibility of the student to make the necessary adjustments, otherwise the jury at ESCIP may refuse admission for the next academic year. Students must also pass tests for continuous and / or the final taught during the academic period. The student must meet the final result requirements (30 credits or equivalent) as failing the semester will not be validated.

VALIDATION OF THE ACADEMIC SEMESTER

The validation jury for the academic semester will award grades and credits earned throughout the curriculum by students abroad (as mentioned in the « learning agreement ») together with the assessments of the international officials.

The jury awards the corresponding credits for the followed lessons.

Validation of the academic semester with 30 credits minimum obtained.

Subjects taught throughout the academic semester abroad will be reported in the Diploma Supplement.

INTERNATIONAL

INTERNSHIP

INTERNATIONAL INTERNSHIP

The international course is the subject of 30 ECTS credits for semester 5 or 6* (internship + report + presentation).

*The period varies depending on the semester completed in the partner university.

OBJECTIVES OF THE INTERNSHIP

- To work in an economic and cultural environment abroad.
- To discover the management styles and methods of organization within a foreign company.
- To develop ones' coping skills and responsibilities.

COURSE

The theme of the International Internship must be agreed between the intern, the company and the Pedagogical Department at ESCIP. In effect, a duly completed information sheet must be validated prior to the beginning of the internship.

The internship will include the following areas : marketing, sales, purchasing, import and export, logistics

The internship ends with the drafting of two reports on the year spent abroad :

- One report to be in French, and will focus on the internship within a company : approximately 30 pages, appendixes not included (description of the company – 5 pages, description du service d'accueil, des missions demandées, critical analysis, conclusion. . . – 3 pages minimum, abstract dans la langue concernée – 2 - 3 pages) ;
- The other report to be in the target language, and to be a more personal experience as a student during the year abroad. It can be presented in print or as an audio-visual (report of approximately 15 pages in the target language, plus photographs, and/or a film with sound and images concluding an international year abroad. de 2 pages minimum).

Reports must be submitted to Mrs Sophie TERRIER – International Mobility Coordinator – no later than **26 August 2009**.

The presentation, in the form of a roundtable will take place in October 2009.

DURATION OF THE INTERNSHIP

The minimum length of the international internship will be 22 weeks.

VALIDATION OF ASSIGNMENTS FOR THE INTERNATIONAL INTERNSHIP

The student must submit the "fiche navette" (validation sheet) for the International Internship to the Pedagogy Director to validate the contents of the assignment. In the case of non-validation, the student must submit as soon as possible a proposal for a new assignment.

CONTRACT OF INTERNSHIP

The internship should take place under the terms of the contract. The contract will be drafted in English.

VALIDATION OF THE INTERNATIONAL INTERNSHIP

The jury will decide its validation upon the following :

- the scoring and evaluation of the experiences of the probation report ;
- the evaluation of the internship made by the company ;
- the assignments and actual duration of the internship.

If the semester is validated, 30 ECTS credits will be awarded.

This internship will be included in the « Diploma Supplement ».