



Additional information

BTS Commerce International & Responsable de Zone Import-Export (FR)

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Legal name of the programme

The legal name of the programme is "Brevet de Technicien Supérieur en Commerce International, à Référentiel Commun Européen", or in English "Certificate of Higher Technician in international trade with a common European framework."

Duration? (How many years, but also how many hours per week/month or year)

The BTS Commerce International is a two-year programme.

The programme includes about 1,500 hours of courses and 12 weeks of work placement.

1st year: 25 weeks of courses at school + 8 weeks in work placement in companies

2nd year: 21 weeks of courses at school + 4 weeks in work placement in companies

Liability to charges (free or paid? - if paid: How much?)

There are no tuition fees in State-run institutions. In half of the private schools which are under a state contract, such as HECI Saint Louis, there are tuition fees which are between 1,000 and 1,500 EUR. In the private schools, the tuition fees are higher.

The students can receive grants from the State or from the Region. For example, in the Region Rhône Alpes all students receive a grant for their training period abroad (95 EUR per week).

(Temporal) Position of the national vocational training (VET-programme) in the educational system of the country involved.

The BTS Commerce International is a two-year undergraduate degree, focusing on International Business, after the High School diploma (Baccalaureate). It can be followed by a third year at the graduate level in business, international business, or university studies. Students can also choose to work in a company.

At the beginning of the curriculum, the students are usually between 18 and 21 years old. During the two-year programme, they have to achieve at the very least two training periods in a company: one eight weeks period at the end of the first year and another four –week period during the second year. The first training period has to be completed abroad.

Relevance of the VET-programme: Is it accessible in the whole country? How many possibilities exist to take part in this programme? Does it have regional or nationwide importance?

The BTS Commerce International degree is offered by about 250 higher education institutions. It has a nationwide importance.

In 2011, around 5,800 students passed the BTS Commerce International in state schools.



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Learning Locations (school, company, internship required)

- Company location: 8 weeks during the first year and 4 weeks during the second year
- School location: 25 weeks during the first year and 21 weeks during the second year (5 days a week)

Which organisation is responsible for this VET-programme and its further development?

The programme has been set up at the European scale and is implemented by the Department of National Education.

www.sup.adc.education.fr/btslst/referentiel/BTS_CommerceInternational.pdf

Preliminary - Prerequisites: Conditions to start the programme

The requirements to start the BTS Commerce International programme are:

- A high school diploma (baccalaureate)
- A good level in English and in another foreign language (German, Spanish, Italian...)
- Quite a good level in all subjects
- Be motivated and open-minded on the international aspect and trade

Additional competences which are part of this programme (e.g. history, social sciences, foreign languages)

The programme includes the teaching of vocational competences, of foreign languages and general subjects.

Vocational subjects: Researching and monitoring foreign markets, business tools, business computing, Canvassing and follow up of clientele, Negotiation and sale, Management of import-export operations.

Foreign languages: English is compulsory . the students need to have the command of a second foreign language.

General subjects: General Economics, Law, Company management, General culture and expression.

In foreign languages, students can sit for other complementary exams certifying competences assessed in specific tests. For example, they can sit for the exam of the French Chamber of Commerce in Spain.

Examinations (when, what kind ...)

The organizations responsible for the examinations are the Ministère de l'Enseignement Supérieur (Department of Higher Education). They are assessed by a board of examiners from teachers and sometimes of companies.



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For the assessment, there are assessments during the two-year degree and final written exams :

- “On the spot assessment (CCF) : assessments during the two-year degree : Researching and monitoring foreign markets, business tools, business computing, Canvassing and follow up of clientele, Negotiation and sale, Management of import-export operations, English (written and oral), other foreign language (written and oral).
- Final written exams: General economics, Law, Company management, General culture and expression, Management of import-export operations.

School

The BTS Commerce International is an undergraduate level.

Who runs the examinations?

The assessments during the two-year degree (CCF) are done by the teaching staff of the School and sometimes by people from companies (for the vocational courses).

The assessments of the final written exams are done by teachers of different schools appointed by the head of the educational regional board.

What certificates are to be gained?

Students are awarded with the diploma “Brevet de Technicien Supérieur en Commerce International, à Référentiel Européen”.

They can obtain other language certificates if they wish.

What do the certificates entitle to (if applicable)?

The diploma is well-recognized by companies and particularly appreciated for the hands-on skills students thanks to it. The diploma is commonly required by firms in a job description.

The students who have obtained the diploma can do different jobs such as :

- Export assistant
- Import Assistant
- Export trade representative
- Freight agent

What job title does the trainee hold after finishing the training programme?

How is the person called after having run the programme?

People who passed their exams are then called „Technicien Supérieur de Commerce International or Higher technician in international trade skills).

After finishing: Where do the students go? Statistics



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The BTS Commerce International can be followed by vocational work in the field the students were trained for or by further higher education (university, private business schools...). In fact, 80% of the BTS students keep studying and choose a third-year degree.

For example, in our school HECI Saint Louis, the BTS Commerce International can be followed by a third year or Bachelor entitled "Head of Import-Export Zone", which is a sandwich course (vocational training); 14 weeks of courses (525 h) and between 28 and 30 weeks of work placement. This graduate degree enables to get deeper knowledge and complete their work experiences. It has a national recognition by the "Commission Nationale des Certifications Professionnelles", National committee for vocational qualification.