International Business Bachelor of Technology , 3rd year, iUT NFC

Année Universitaire 2026-2027

Inclus dans :

- **BUT Techniques de commercialisation > Bachelor Universitaire de Technologie Business international : achat et vente Techniques de commercialisation**

International Business Bachelor of Technology , 3rd year, iUT NFC (MPE3AYXZ)
Nature : Année
Date de validation composante : 17 juillet 2026
12 JUIN 2026

ECTS : 60
Période : Année
Date de validation CFVU : 17 juillet 2026
CFVU 25 JUIN 2026

Semester 5 (MPE3CDWD)
ECTS : 30
Nature : Semestre
Période : Semestre 5

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										Local Adaptation - Conducting an Import or Export Mission for a Company This exam is a SAE (Learning and assessment situation). At least one test can be a written and/or an oral presentation and/or a written assignment, and/or a practical assessment , the duration of witch may vary. For full-time students only.	≥ 1 CC CC	EOLP		8									
										Portfolio - S5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		0									
X	MPE3F0UA	UE	UE 51 Marketing - 5		8					**Corporate Strategic Management - 1** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		3									
										Financial Systems and Economic Policy This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		2									
										Commercial Law - 2 This module includes one or more assessments, which could be a written test and/	≥ 1 CC CC	EOLP		1									

Maquette d'enseignement									Évaluation												
									Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										Financial Analysis This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1**								
										Business English This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**								
										Second Modern Foreign Language - Business context - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**								
										Professional Communication and Culture - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1**								
										PPP - Professional Development and Personnal Growth- 5	≥ **1 CC CC**	**EOLP**		**0,5**								

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										This module includes one or more assessments, which could be a written test and/ or an oral presentation and/or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices. This exam is a SAE (Learning and assessment situation). At least one test can be a written and/or an oral presentation and/or a written assignment, and/or a practical assessment , the duration of witch may vary. For full-time students only.	≥ 1 CC CC	EOLP		8							
X	MPE55A7H	UE	UE 52 Sales - 5		8					**Portfolio - S5** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		0							
										Advanced Negotiation Skills - 1 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		3							
										Commercial Law- 2 This module includes one or more assessments, which could be a written test and/	≥ 1 CC CC	EOLP		1							

Maquette d'enseignement									Évaluation												
									Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										Financial Analysis This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1**								
										Business English - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**								
										Second Modern Foreign Language - Business Context - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**								
										Professional Communication and Culture- 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1**								
										PPP - Professional Development and Personnal Growth - 5	≥ **1 CC CC**	**EOLP**		**0,5**								

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										Local Adaptation - Conducting an Import or Export Mission for a Company. This exam is a SAE (Learning and assessment situation). At least one test can be a written and/or an oral presentation and/or a written assignment, and/or a practical assessment , the duration of witch may vary. For full-time students only.	**≥ 1 CC CC**	**EOLP**		**7**								
X	MPE5WAUY	**UE**	**UE 54 International strategic planning - 3**		**7**					**Portfolio - S5** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	**≥ 1 CC CC**	**EOLP**		**0**								
										Business English - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	**≥ 1 CC CC**	**EOLP**		**0,5**								
										Second Modern Foreign Language - Business Context - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may	**≥ 1 CC CC**	**EOLP**		**0,5**								

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										vary. Full-time students and apprentices.												
										PPP - Professional Development and Personnal Growth- 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**								
										Information Technology applied to International Trade This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**							
										Procurement This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1**							
										International Trade Techniques - 2 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**2**							
										Logistics and Supply Chain This module includes one or more assessments, which could be a written test and/ or an oral presentation and/	≥ **1 CC CC**	**EOLP**		**2**							

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										Strategic Sourcing This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**							
X	MPE65UJ2	**UE**	**UE 55 International Business - 3**		**7**					**Local Adaptation - Conducting an Import or Export Mission for a Company.** This exam is a SAE (Learning and assessment situation). At least one test can be a written and/or an oral presentation and/or a written assignment, and/or a practical assessment , the duration of witch may vary. For full-time students only.	≥ **1 CC CC**	**EOLP**		**7**							
										Portfolio - S5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0**							
										Business English - 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**							
										Second Modern Foreign Language - Business Context - 5 This module includes one or more assessments, which	≥ **1 CC CC**	**EOLP**		**0,5**							

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										PPP - Professional Development and Personnal Growth- 5 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**							
										Information Technology applied to International Trade This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**0,5**							
										International Law This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**2**							
										Strategic Sourcing This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ **1 CC CC**	**EOLP**		**1,5**							

Semester 6 (MPE3CU93)
Nature : Semestre

ECTS : 30
Période : Semestre 6

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										Internship - International Trade and Commerce - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		1								
X	MPE3M2O5	UE	UE 61 Marketing - 6		5					**Portfolio - S6** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		2								
										Corporate Strategic Management - 2 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices. Internships are a mandatory module, (exept for apprentices). The programme requires a total of 26 weeks of internship over the three-year period.	≥ 1 CC CC	EOLP		2								
X	MPE6SZGB	UE	UE 62 Sales - 6		5					**Portfolio - S6** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		1								
										Advanced Negotiation Skills - 2	≥ 1 CC CC	EOLP		2								

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.												
										Interneship - International Trade and Commerce - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices. Internships are a mandatory module, (exept for apprentices). The programme requires a total of 26 weeks of internship over the three-year period.	≥ 1 CC CC	EOLP		2								
										Portfolio - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		1								
X	MPE707OG	UE	UE 64 International strategic planning - 4Nouvel ELP		10					**English for Global Business** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		4								
										Interneship - International Trade and Commerce - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/	≥ 1 CC CC	EOLP		5								

Maquette d'enseignement										Évaluation											
										Évaluation initiale / principale							Seconde chance / rattrapage					
Éval?	Code	Nat.	Libellé	Mut.	ECTS	Coef.	Note élim.	Régime	Volume horaire	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.	Rep.	Libellé	Type d'éval.	Nat.	Durée	Coef.	Note élim.
										or a practical assessment, the duration of which may vary. Full-time students and apprentices. Internships are a mandatory module, (exept for apprentices). The programme requires a total of 26 weeks of internship over the three-year period.												
X	MPE74IOV	UE	UE 65 International Business - 4		10					**Second Modern Foreign Language - Business Context** This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		1								
										Portfolio - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices.	≥ 1 CC CC	EOLP		4								
										Internship - International Trade and Commerce - S6 This module includes one or more assessments, which could be a written test and/ or an oral presentation and/ or a written assignment and/ or a practical assessment, the duration of which may vary. Full-time students and apprentices. Internships are a mandatory module, (exept for apprentices). The programme requires a total of 26 weeks of internship over the three-year period.	≥ 1 CC CC	EOLP		5								

Légende

Titre des colonnes

Éval?	Indique si l'ELP est évalué
Nat.	Nature
Mut.	ELP mutualisé
Coef.	Coefficient
Note élim.	Note éliminatoire
Rep.	Note reportée en deuxième session

Nature d'ELP

UE	Unité d'enseignement

Type d'évaluation pour la session 1 des MCC

CC	CC (contrôle continu)

Nature de l'évaluation pour les MCC

EOLP	Ecrit et/ou Oral et/ou Livrable et/ou pratique