

SHAKE THE FUTURE.



ENGINEERING PROGRAMME

PROFESSIONAL OPTION

**INTERNATIONAL BUSINESS
DEVELOPMENT
SPRING SEMESTER**

COMPANY LAW

INTERNATIONAL BUSINESS DEVELOPMENT,
ENGINEERING PROGRAMME PROFESSIONAL OPTION
SPRING SEMESTER

Professor: Jean-Claude Lhommeau

Objectives

To be familiar with the basic legal concepts related to sales in an international context. To understand contractual compliance and resolution of disputes.

Course contents

- Company Law
- International Sales Law
- Contractual performance
- Litigation

This course is taught by a practicing business lawyer.

Course material

Keywords

Company Law, International Sales Law, Contractual performance, Litigation

Links with other programmes

Professional Option in International Business Development

LANGUAGE	ECTS CREDITS	LECTURES	TUTORIALS	LABO	PROJECT
French	*	0 hrs	18 hrs	0 hrs	0 hrs

* Successful completion of the two courses in the semester leads to the award of one ECTS credit.

BUSINESS DEVELOPMENT PROJECT

INTERNATIONAL BUSINESS DEVELOPMENT,
ENGINEERING PROGRAMME PROFESSIONAL OPTION
SPRING SEMESTER

Professor: Julien Beck

Objectives

To give students the opportunity to work in small groups and in collaboration with an industrial partner on business development projects related to technological products or services.

Course contents

- Team project work in collaboration with an industrial partner.
- Each team develops a project plan for validation with the company.
- Regular progress meetings are held throughout the duration of the project - from October to March.
- Dedicated slots are set aside in the timetable for project work.
- Final report and presentation.

Course material

Keywords

teamwork, business development, technological products and services, industrial partner

Links with other programmes

Professional Option in International Business Development

LANGUAGE	ECTS CREDITS	LECTURES	TUTORIALS	LABO	PROJECT
English/French	*	0 hrs	0 hrs	0 hrs	41 hrs

* Successful completion of the two courses in the semester leads to the award of one ECTS credit.