

**Cycle view of the study programme**

		B1	Or	Th	Pr	Au	Cr
<b>Compulsory courses (B1 : 16Cr)</b>							
GCER0173-1	<i>Module 1: How the company operates</i> - [36h AUTR]	B1	Q2	24	-	[+]	<b>2</b>
GCER0174-1	<i>Module 2: National, European and international sales law</i> - [36h AUTR]	B1	Q2	24	-	[+]	<b>2</b>
GCER0175-1	<i>Module 3 : Supply Chain</i> - [36h AUTR]	B1	Q2	24	-	[+]	<b>2</b>
GCER0176-1	<i>Module 4: Meetings</i> - [18h AUTR]	B1	Q2	12	-	[+]	<b>1</b>
GCER0177-1	<i>Module 5: Sales techniques 1: the seller's attitude</i> - [36h AUTR]	B1	Q2	12	-	[+]	<b>2</b>
GCER0178-1	<i>Module 6: Sales techniques 2 (english language)</i> - [54h AUTR]	B1	Q2	36	-	[+]	<b>3</b>
GCER0179-1	<i>Module 7: Purchasing techniques</i> - [36h AUTR]	B1	Q2	24	-	[+]	<b>2</b>
GCER0180-1	<i>Module 8: Mastering monitoring tools</i> - [18h AUTR]	B1	Q2	12	-	[+]	<b>1</b>
GCER0181-1	<i>Module 9 : Personal branding</i> - [18h AUTR]	B1	Q2	12	-	[+]	<b>1</b>