

Cycle view of the study programme

B1 Or Th Pr Au Cr

Compulsory courses (B1 : 16Cr)

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