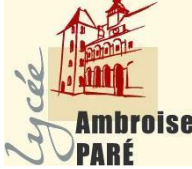




Course Catalogue – Lycée Ambroise Paré, Laval - France

1. General information

<p>Lycée Ambroise Paré, General and Technological High School</p>  <p>17, rue du Lycée B.P. 71309 53013 Laval Cedex</p>	<p>Leadership Team</p>  <p>Headteacher : M. Minzière Philippe Assistant Headteacher : Mme Foucher Aurélie Deputy Headteacher for Technological Studies: Mme Lecomte Véronique</p> <p>BTS Coordinators : Mme Bazin : BTS NDRC M. Icher: BTS GTLA Mme Trouillard et M.Pilon : BTS CG</p>		<p>Establishment description Public teaching high school 1150 high school pupils Baccalaureate general and technological</p> <p>150 BTS students 3 BTS courses (Brevets de Technicien Supérieur - higher technical certificates)</p> <p>150 staff members (administrators, teachers, technical personnel)</p>
<p>+33 243 591 759</p> <p>ce.0530010y@ac-nantes.fr</p> <p>https://ambroise-pare.paysdelaloire.e-lyco.fr/</p>	<p>Academic Calendar</p> <p>⇒ Courses start ⇒ Courses end ⇒ School Holidays</p> <p>⇒ Internship Periods</p>	<p>Dates</p> <p>1st September 2022 7 July 2023 Autumn Holidays from Oct. 2022 Christmas Holidays from 17 Dec. to 1 jan. Winter Holidays from 11 Feb. to 26 Feb. Spring Holidays from 15 April to 30 April From January to March and the month of June in the first year November to December in the second year</p>	
<p>List of Courses</p> <ul style="list-style-type: none"> ■ General Baccalaureate ■ Baccalaureate Technological and Management Sciences (STMG) ■ BTS Accounting (CG) ■ BTS Business Studies in Digitalisation and Customer Relations (NDRC) ■ BTS Transport and Logistics (GTLA) 	<p>Admission conditions and procedures</p> <ul style="list-style-type: none"> - Completed a Baccalaureate (Level 4 of the European Qualification Framework - EQF) - Attested level equivalent to level 4 of the EQF. - Selection on file - Registration on the national Parcoursup platform https://www.parcoursup.fr/ - Mobility entrants : registration on file . No general provisions for recognition of learning. 	<p>European Credits Transfer System</p> <p>Allocation by school year and module (See Table of training units and ECTS credits)</p>	

2. Resources and services

<p>High school and student life High Schoolers House (MDL) Students Office (BDE) Coordinator : X Alumni : President contact details</p>	<p>Accommodation - Boarding school reserved for high schoolers - For the students : the Laval CROUS (Regional Center for University and School Works) Résidence La Dormerie 54 rue des Docteurs-Calmette-et-Guérin 53000 Laval ☎ +33 243 492 585 ✉ heb.dormerie@crous-nantes.fr</p>	<p>Bursary  https://www.messervices.etudiant.gouv.fr</p>	<p>Cost of living in Laval Cost of accommodation: approximately 450€ per month for accommodation and bills Aid for accommodation: APL/CAF Cost of food: approximately 200€ per month</p>
<p>Stewardship Student liaison : Mme Papillon Julie Canteen meal tariff : 3,80€ Reimbursement of internship costs Social assistance (To be defined with Julie)</p>	<p>Insurance The students must arrange a student insurance and a civil liability insurance in order to carry out the training periods in businesses.</p>	<p>Educational resources CDI - school library and information centre Europresse - access European news sources E SIDOC - browse library collections and reserve books, DVDs and more online</p>	<p>Language Catalogue German English Chinese Spanish Italian Latin/Greek</p>
<p>International Programmes Partner programmes (Brigitte Sausay, Rotary) Mobility programmes : staff mobility, mobility for high schoolers, student mobility applications Certifications Euroscol Erasmus Charter Lycée Ambroise Paré international page: www.XXX</p>	<p>Sports facilities Gym hall Synthetic track Sports field Sports sections (Football, Cycling, Basketball)</p>	<p>Medical services Nurse Mme Lolon</p>	<p>Work Placement/ Internship DDFPT - M. Delhommeau Companies websites Internship position announcements</p>

3.1 Academic programmes information : table of training units and their ECTS credits

HIGHER TECHNICAL CERTIFICATE IN BUSINESS STUDIES IN DIGITALISATION AND CUSTOMER RELATIONS

General description : The higher technical certificate in NDRC is a general businessperson, able to operate in all sectors of activity and in any type of organisation, with all types of clients (B to B, B to C, B to G), whatever the nature of the relationship (face-to-face, remote, on line) and in all its complexity.

Name BTS NDRC	EQF Level 5	Duration: 2 years, short cycle	Sector tertiary Business Domain	Mode of Study : Full Time	Internships in businesses obligatory for 16 weeks over two years
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Test	Units and Modules	Activities	Skills Blocks	Coefficient	Form	Duration	Annual Hours	Credits ECTS / year
E1	U1 – General culture and expression		Understand and create a written message : <input type="checkbox"/> Respect the constraints of written language <input type="checkbox"/> Summarise information <input type="checkbox"/> Answer questions in a reasoned way, in relation to the documents proposed in the course reading Oral communication: <input type="checkbox"/> Adapt to the situation <input type="checkbox"/> Organise a spoken message	3	End of year exam	4h	60 h	4
E2	U2 – Modern Foreign Language Communication 1		Level B2 of the CECRL for the following language activities : - Comprehension of written documents - Written production and interaction	3	End of year exam	2x30 minutes	90h	6
E3	U3 – Economic, legal and managerial culture		Analyse situations that businesses are confronted with: - Use a base of economic, legal or managerial documents - Propose reasoned solutions by utilising concepts and economic, legal or managerial methodologies - Establish a diagnosis (or part of a diagnosis) preparing for strategic decision-making - Present analyses and proposals in a coherent and reasoned manner	3	End of year exam	4h	150h (including 30h applied CEJM)	10
E4	U4 – Customer Relations and Sales Negotiations	Section 1 activities Customer development Negotiation, sale and appreciation of customer relationships Improve customer relationships Business intelligence and expertise	Skills block 1 <input type="checkbox"/> Target prospective customers <input type="checkbox"/> Negotiate and support customer relationships <input type="checkbox"/> Organise and present a commercial event <input type="checkbox"/> Use and share business information	5	Course work	2 assessed pieces	180h	16
E5	U5 – Remote customer relationships and digitalisation	Section 2 activities Management of remote customer relationships Management of online business relationships Management of e-commerce sales	Skills block 2 <input type="checkbox"/> Master the marketing channel relationship <input type="checkbox"/> Facilitate digital customer relationships <input type="checkbox"/> Develop customer relationships through e-commerce	4	End of year exam and practical test	3h 40 minutes	150h	13

E6	U6 – Customer relations and network facilitation	Section 3 activities Facilitation of distributor networks Facilitation of partner networks Facilitation of direct sales networks	Skills block 3 <input type="checkbox"/> Establish and promote offers with distributors <input type="checkbox"/> Develop and lead a network of partners <input type="checkbox"/> Create and run a direct sales network	3	Course work	2 assessed pieces	120h	11
			Professionalism workshops				120h	
EF1 (optional unit)	UF1 – (optional unit) Modern Foreign Languages 2		Optional block Modern Foreign Languages 2 Level B1 of CECRL for the following language activities : <input type="checkbox"/> Oral production and communication		Oral	20 minutes	60h	
							870h (including LV2)	60 credits ECTS

Calcul de la charge de travail NDRC = 1525 heures

Charge de travail = Cours + Séminaires + Projets + Travaux pratiques + Etudes personnelles + Stages en entreprise

Cours = 870 heures / an

Stages = 280 heures / an

Projets et séminaires = 100 heures / an

Etudes personnelles = 335 heures / an

Calcul de la charge de travail par module de formation

Module de formation	Volume Horaire	Charge de travail	Total	Crédits ECTS
U1 – Culture générale et expression	60 h	60 + 30 (4) + 15 (3)	105h	6,88% = 4,1 ECTS = 4 ECTS
U2 – Communication en langue vivante étrangère	90h	90 + 45 (4) + 20 (3)	155h	10,16% = 6,1 ECTS = 6 ECTS
U3 – Culture économique, juridique et managériale	150h	150 + 75 (4) + 35 (3)	260h	17% = 10,2 ECTS = 10 ECTS
U4 – Relation client et négociation-vente	180h	180 + 90 (4) + 50 (1) + 85 (2)	405h	26,55% = 16 ECTS = 16 ECTS
U5 – Relation client à distance et digitalisation	150h	150 + 75 (4) + 40 (1) + 70 (2)	335h	21,96% = 13,17 ECTS = 13 ECTS
U6 – Relation client et animation réseaux	120h	120 + 60 (4) + 30 (1) + 55 (2)	265h	17,37% = 10,42 ECTS = 11 ECTS
		Total	1525h	Total = 60 crédits ECTS

UF1 – Communication en langue vivante étrangère	60h	Ces heures n'entrent pas dans le calcul de charge (Facultatif) (1) Les heures sont réparties sur les modules U4, U5 et U6 (2) 210 heures sur les modules U4, U5 et U6 et (3) 70 heures sur les modules U1, U2 et U3 (4) ½ heure affecté par heure de cours
Ateliers de professionnalisation	120h	
Stages en entreprise	280h	
Etudes personnelles, projets	375h	
Total (Hors UF1)	1525h	