

DOUBLE DEGREE

BAC+3 A BAC+5

UNDERGRADUATE - GRADUATE

Degree recognized by the French Government

> DIPLÔMES RECONNUS PAR L'ÉTAT







Degree recognized throughout Europe



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MEMBER OF THE SAINT-LOUIS ROTARY AND BUSINESS CLUB





Franck Kahric, *Director*

Cécile Kahric, Pedagogical Director

OUR VALUES

Our initial goal was to establish a trinational school focused on cultivating a diverse range of skills, including the pursuit of double degrees. Today, our students benefit from an exceptional opportunity to study in France just on the border with Germany, and Switzerland.

At École Supérieure de Commerce des 3 Frontières, you will immerse yourself in a professional environment designed to facilitate the acquisition of essential life skills and practical knowledge required in today's business world.

By joining our institution, you'll play a pivotal role in shaping your future professional success, gaining invaluable experiences along the way.





OUR COURSES





MBA IN MANAGEMENT IN INTERNATIONAL TRADE



2 DIPLOMAS

Degree recognized by the **French Governement**

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Federation for EDucation in Europe

TIMELINES

UNDERGRADUATE PROGRAM

admission with a High School diploma 36 months at the ESC in France ----**Bachelor degree International Trade** General General Year Year Specialization Year OR admission with an Associate Degree 12 months at the ESC in France **Bachelor degree** General General **International Trade** Year in your Year in your Specialization campus Year campus

GRADUATE PROGRAM | MBA MASTER OF BUSINESS ADMINISTRATION



UNDERGRADUATE PROGRAM

DIPLÔMES RECONNUS PAR L'ÉTAT

BACHELOR AI INTERNATIONAL TRADE

Diploma recognized by the French Government (RNCP N°35150 more information) European Bachelor of International Business issued by the Federation for European Education, more information







MANDATORY INTERNSHIPS

OVERVIEW

In today's globalized market, where interconnectivity spans across activities and economic sectors, both small and medium-sized businesses require skilled professionals to support their economic and commercial development. Our business school aims to train the international sales managers and operators of tomorrow. This course prepares students for the technical aspects of the import-export business and equips them to navigate the richness and challenges of intercultural exchanges. Join us to become a vital asset in the international business arena.

PROGRAM

- International market environment
- International development
- International sales
- Import / export
- Modern languages (English, French, German)
- European project, culture and citizenship
- Intercultural Management and HR
- Sales performance

The minimum requirements for

REQUIREMENTS

European Bachelor of International Business is:

-a High School Diploma for a 36 month program

OR

-an Associate Degree for a 12 month program

INTENDED OCCUPATIONS

- Sales Promotion Manager
- Sales Manager
- Area Manager
- Marketing Project Manager
- Business Developer
- Digital Marketing Manager
- Marketing Account Manager
- Brand Manager

MODE OF ADMISSION

Application assessment, and interview with the admission office (online)

COURSE RHYTHM

Two days at school and three days at work*.

*(internship or student job)

OBJECTIVES

Understanding the company's environment:

Monitoring sales, competition and technology, and defining marketing action plans in France and abroad.

Implementing a sales strategy:

Identifying business opportunities and developing a portfolio of international customers.

Developing and managing an import-export department:

Negotiating and setting up contracts and partnerships. Managing and adapting to the international nature of the various players involved.

GRADUATE PROGRAM

MASTER OF BUSINESS ADMINISTRATION

European Masters in International Business Management awarded by the Federation for European Education. <u>more information</u>







MANDATORY INTERNSHIPS

OUTVIEW

MANAGEMENT IN INTERNATIONAL TRADE

For a student pursuing a European Master's in Management in International Trade, it is crucial to understand the international environment in which companies operate. This knowledge allows them to anticipate changes and developments, enabling the company to proactively address the challenges posed by economic globalization. Students must grasp the various strategies a company can implement for international expansion and be adept at identifying potential risks. Additionally, they should be able to propose solutions to ensure and protect the company's operations.

PROGRAM

FIRST YEAR

- International purchasing
- International development strategy
- Business, competition in Europe
- Modern languages (English, French, German)

SECOND YEAR

- International Finance
- Strategic management
- Modern languages (English, French, German)

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REQUIREMENTS

The minimum requirements for the Master of Business Administration and the Master Management in International Trade is :

-an Undergraduate Diploma for a 24 month program

OR

-a High School Diploma for a 5 year program

INTENDED OCCUPATIONS

- International Director/Manager
- Purchasing Manager
- International Product Development Manager
- Export Area Manager
- International Business Developer
- International Back Office Manager
- Operational Buyer
- International Service Provider at an OTM
- Client Manager at an AEO

MODE OF ADMISSION

Application assessment, and interview with admission office (online)

COURSES RHYTHM

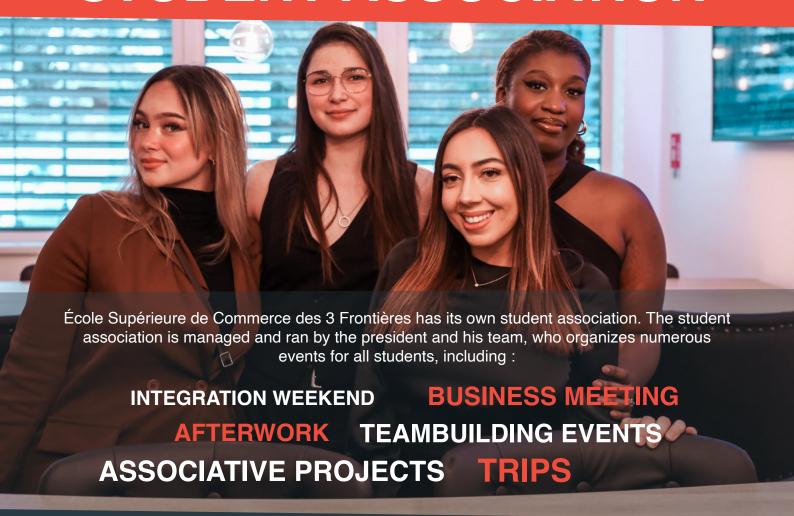
FIRST YEAR : one week at school and three weeks at work*.

*(internship or student job)

OBJECTIVES

- Participating in developing the company's international strategy
- Managing customer and/or supplier's files as well as relations with sales networks
- Handling international calls and managing supply relations with suppliers
- Being able to manage and steer projects and products with various internal and external players
- Monitoring innovative projects
- Analyzing and evaluating credit and currency risks
- Providing advice and suggestions to the company's network for international issues

STUDENT ASSOCIATION









DIPLÔMES RECONNUS PAR L'ÉTAT

This title is registered in the French National Register of Professional Certifications and corresponds to a European Bachelor or Master degree issued by the Federation for European Education (FEDE).

At the graduation ceremony, students receive both a French diploma recognized by the French government and a European diploma from the FEDE.

https://www.fede.education/

WATCH OUR 2023 GRADUATION CEREMONY CLASS OF 2022/2023



SOME OF OUR PARTNERS







































and many more...

SCHOOL BENEFITS

- · Laptop loan on demand
- Office pack and Microsoft TEAMS
- Interactive platform for consulting grades and schedules
- Student portal with various internship offers
- Assistance with work-study and internship searches
- Student follow-up
- Company network

TUITION FEES

Entrance test fees: 80€

Application fees: 490€

Partnering aid with housing

UNDERGRADUATE (BACHELOR): 8500€ per year

GRADUATE (MBA): 9500€ per year





CONTACT US

(+33) 6 52 21 78 92 f.kahric@esc-3frontieres.fr esc-3frontieres.fr/en/home-en/

GERMANY Direction Mulhouse D66 10, Rue de Village-Neuf 68300 Saint-Louis France A35 **FRANCE** D105 Exit Lörrach Saint-Louis EuroAirport Saint-Louis D419 Direction Basel

Find all our legal information on our website esc-3frontieres.fr/en/home-en/







