DUT - A two-year university diploma in technology
LP - A Professional Bachelor degree course
IUT, ONE FACULTY OF THE UNS

UNS, UNIVERSITY NICE SOPHIA ANTIPOLIS

5,036 INTERNATIONAL STUDENTS

19.5% of the students
National average: 12%

> In the top 10 French Universities
> 12 campuses, 300,000 m² of floor space
> 9 faculties, 2 institutes, 2 schools
> 27,500 students
> 5,036 international students
> 131 nationalities
> 500 international agreements
> 1,600 teachers, professors, researchers & lecturers
> 47 laboratories

IUT NICE CÔTE D’AZUR
(INSTITUT UNIVERSITAIRE DE TECHNOLOGIE)

4 FIELDS OF STUDIES

12 COURSES
Business Administration & Process Management

5 COURSES
IT, Computing & Business Intelligence

8 COURSES
Social Sciences & Communication

7 COURSES
Electrical & Electronic Engineering, Networks & Telecom

> A national network of 114 IUTs in France
> In the top 5 IUTs
> 2,600 students
> 5 campuses
> 31 degree courses (DUT and LP)
> 1/3 of the teaching staff are professionals from the industry

Table page 38
STUDENTS GRADUATE WITH

A TWO-YEAR UNIVERSITY DIPLOMA IN TECHNOLOGY

- 1,600 to 1,800 teaching hours per year
- Internships in industry (12 weeks)
- Modules adapted and updated to suit the professional field

ENTRY REQUIREMENTS
- High school diploma
- International baccalaureate
- Equivalent national qualification
- French level B2

A PROFESSIONAL BACHELOR DEGREE COURSE

- Theoretical and practical hands-on teaching
- Internships with the local industry (16 weeks) and supervised projects

This qualification enables students
- To gain knowledge and skills in relevant industrial and business sectors
- To gain access to middle management in small and medium sized companies or larger and international firms

ENTRY REQUIREMENTS
- 120 ECTS in a compatible area
- French level B2

240 ECTS

PHD

Master 2

BUSINESS SCHOOL

“ÉCOLES D’INGÉNIEURS”

180 ECTS

Master 1

LP - 60 ECTS

120 ECTS

DUT 2 - 60 ECTS

DUT 1 - 60 ECTS

NICE CAMPUS

P.8 COMPANY MANAGEMENT AND ADMINISTRATION
- DUT - Business and Administration Management
- LP CCEC - Chartered Accountancy Junior Accountant
- LP GPME - Small & Medium sized Business Management

P.10 MARKETING TECHNIQUES
- DUT - Marketing Techniques and Business Studies
- LP BAF - Banking, Insurance and Finance
- LP IMMD - Real Estate Management & Sales
- LP TECO - Marketing and Business for Technicians

P.12 ELECTRICAL ENGINEERING AND INDUSTRIAL COMPUTING
- DUT - Electrical Engineering and Industrial Computing
- LP AII - Automated Systems and Industrial Networks
- LP EER - Electricity & Electronics – Renewable Energies
- LP IRI - Administration & Integration of Computer Networks

P.14 COMPUTING, IT
- DUT - Computer Science

SOPHIA ANTIPOLIS CAMPUS

P.18 CORPORATE COMMUNICATION, INFORMATION AND PR
- DUT - Corporate Communication, Information and PR
- LP CE - Event Management

P.20 COMPUTING, IT
- LP ADMIN - System Administration
- LP DAM - Mobile Application Development
- LP IDSE - Corporate IT Systems

P.22 LOGISTICS, QUALITY AND SUPPLY CHAIN
- DUT - Quality Management, Industrial Logistics and Organization
- LP MLE - Management of Corporate Logistics
- LP MPI - Supply Chain and Process Management

P.24 NETWORK ENGINEERING & TELECOMMUNICATIONS
- DUT - Networks & Telecommunications
- LP RSFS - Wireless Networking & Security

P.26 STATISTICS AND BUSINESS INTELLIGENCE
- DUT - Statistics and Business Intelligence

CANNES CAMPUS

P.30 COMMUNICATION AND MEDIA
- DUT - Communication, Information and Media Journalism
- LP - Television Journalism

P.32 MARKETING TECHNIQUES ORIENTED TO TOURISM
- DUT - Marketing Techniques and Business Studies
- LP CCEC - Chartered Accountancy Junior Accountant
- LP GPME - Small & Medium sized Business Management

P.36 SOCIAL WORK
- DUT - Applied Social Sciences, Group leader in Social and Sociocultural Activities
- LP CIAP - Middle Management Professional in Social and Sociocultural Activities
- LP CIIESS - Middle Management in Health Care and Social Institutions

MENTON CAMPUS

P.10 SOCIAL WORK
- DUT - Applied Social Sciences, Group leader in Social and Sociocultural Activities
- LP CIAP - Middle Management Professional in Social and Sociocultural Activities
- LP CIIESS - Middle Management in Health Care and Social Institutions

P.12 BUSINESS SCHOOL

“ÉCOLES D’INGÉNIEURS”

P.14 DUT 1 - 60 ECTS

P.16 DUT 2 - 60 ECTS

P.18 LP - 60 ECTS

P.20 DUT 2 - 60 ECTS

P.22 DUT 1 - 60 ECTS

P.24 LP - 60 ECTS

P.26 LP - 60 ECTS

P.28 DUT 1 - 60 ECTS

P.30 LP - 60 ECTS

P.32 LP - 60 ECTS

P.34 LP - 60 ECTS

P.36 LP - 60 ECTS

P.38 LP - 60 ECTS
COMPANY MANAGEMENT AND ADMINISTRATION
DUT - Business and Administration Management
LP CCEC - Chartered Accountancy Junior Accountant
LP GPME - Small & Medium sized Business Management

MARKETING TECHNIQUES
DUT - Marketing Techniques and Business Studies
LP BAF - Banking, Insurance and Finance
LP IMMO - Real Estate Management & Sales
LP TECO - Marketing and Business for Technicians

ELECTRICAL ENGINEERING AND INDUSTRIAL COMPUTING
DUT - Electrical Engineering and Industrial Computing
LP AII - Automated Systems and Industrial Networks
LP EER - Electricity & Electronics – Renewable Energies
LP IRI - Administration & Integration of Computer Networks

COMPUTING, IT
DUT - Computer Science

NICE CAMPUS
COMPANY MANAGEMENT AND ADMINISTRATION

ORGANIZATIONAL ENVIRONMENT
- Expression and communication, economics, law, psychology
- English, foreign language

MANAGEMENT TOOLS AND TECHNIQUES
- Law of obligations, commercial law
- Introduction to management, human resources management, marketing
- Accounting, taxation, cost analysis, probability, mathematics, statistics

ORGANIZATIONAL MANAGEMENT
- Economics, law, taxation, statistics, strategy, office software applications

SUPERVISED PROJECT - INTERNSHIP

OPTIONS OF EXPERTISE:

MANAGEMENT AND ADMINISTRATION
Financial analysis, business creation, cost analysis, marketing, human resources, quality, logistics, applied management, competition law, key performance indicators, sales and purchasing management.

ACCOUNTING FINANCE
Financial management, cost analysis, advanced accounting, auditing, cash flow management, applied financial analysis, taxation and accounting, performance indicators, payroll software.

HUMAN RESOURCES
Employment law, financial analysis, human resources management, employment and skills management, social indicators, corporate affairs, payroll management, recruitment and professional training.

INTERNATIONAL STUDENTS IN GEA
Angola, Brasil, Peru, Belgium, Germany, China, Russia, Sri Lanka, Lebanon, Portugal, Senegal, Benin, Angola, Brazil, Angola, Belgium, Germany, China, Russia, Sri Lanka, Lebanon, Portugal, Senegal, Benin, Angola, Portugal, Belgium, Germany, China, Russia, Sri Lanka, Lebanon, Portugal, Senegal, Benin, Angola, Portugal, Angola, Belgium, Germany, China, Russia, Sri Lanka, Lebanon, Portugal, Senegal, Benin, Angola, Portugal, Angola.
MARKETING TECHNIQUES

DUT
Marketing Techniques and Business Studies

ACTING ON THE MARKETS
- Marketing strategies and concepts
- Commercial research and studies
- Customer relationship management
- Sales and purchasing negotiation
- Commercial team management
- Outlet marketing and retailing
- E-marketing
- Logistics
- Commercial communication
- International and commercial environment

PROFESSIONAL ENVIRONMENT
- Organization, business strategy
- Social psychology of organizations and management
- Entrepreneurship
- General economics
- Commercial law, employment law

MANAGING
- Accounting and management
- Financial analysis
- Mathematics and applied statistics

COMMUNICATING
- Expression, communication and culture
- Communication psychology
- Foreign languages

INFORMATION PROCESSING
- Information and communication technologies
- ICT

BECOMING PROFESSIONAL
- Personal and professional project
- Discovery of professions and trades

SUPERVISED PROJECT - INTERNSHIP

LP BAF
Banking, Insurance and Finance

BANKING BUSINESS AND ENVIRONMENT
- Banking system and context
- Financial and risk environment
- Legal environment
- Fiscal environment

BANKING SKILLS IN PRACTICE
- Products for private individuals
- Controls and conformance (AML/CFT)
- Banking and non-banking savings plans
- Insurance
- Customer assets management

BANKING TOOLS
- Financial mathematics
- Applied IT
- Professional English
- Professional marketing and communication
- Optimization of commercial performance

SUPERVISED PROJECT - INTERNSHIP

LP IMMO
Real Estate Management and Sales

ECONOMIC, LEGAL AND FISCAL ENVIRONMENT
- Property law
- Real estate public law
- Law for different kinds of leases
- Financial and administrative management
- Real estate taxation
- Insurance law
- Real estate economics

REAL ESTATE MARKET COMMUNICATION
- IT and communication for real estate
- Marketing services
- Communication techniques
- Professional English
- Strategic and commercial information research & processing

REAL ESTATE MANAGEMENT AND NEGOTIATION
- Sales and negotiation techniques
- Sales team management
- Human resources management
- Customer relationship management
- Buying on-plan
- Town planning and land management
- Sales and negotiation coaching
- Real estate strategy

SUPERVISED PROJECT - INTERNSHIP

LP TECO
Marketing and Business for Technicians

COMPANY AND ENVIRONMENT
- General and applied economics
- Commercial law
- Organization theory
- Logistics
- Specifics of international business

COMMUNICATION AND MANAGEMENT
- Commercial communication
- Management and internal communication
- Expression skills
- Course of action for projects
- Psychosociology of work groups
- Business English

MANAGEMENT TOOLS
- Integrated management software
- Business management and research
- Quality approach
- Investment choices
- Financial and accounting management

SALES STRATEGY
- Marketing products and services
- Negotiation (purchasing and selling)
- Industrial purchasing
- Statistics and probability
- Business strategy

SUPERVISED PROJECT - INTERNSHIP

Être une étudiante en Erasmus en Techniques de Commercialisation a été une expérience très instructive. Je le referais immédiatement. Being an Erasmus student at the IUT in TC has been a great educational experience! I’d do it again immediately.

Shana, DUT TC 2015-2016 Belgium
## Electrical Engineering & Industrial Computing

### DUT
Electrical Engineering and Industrial Computing

#### Scientific and Social Studies
- Mathematics
- Physics
- Expression and communication
- Project planning
- Professional English

#### Electrical Engineering
- Basics of electrical engineering
- Electricity
- Electronic engineering and power electronics
- Electronics
- Research and production

#### Industry and Information Technology
- Industrial data processing
- Digital electronics, synthetic logic
- Automation
- Industrial robotics and networks
- Research and production

#### Professional Projects
- Personal and professional project

### Supervised Project - Internship

#### LP AII
Automated Systems and Industrial Networks

**Fondamentals**
- Electronics (reading an electrical blueprint, electrical authorization training B1V)
- C Programming C (Visual Studio C++)
- Automatic controls (temperature, P, PI PID)

**Scientific Skills**
- Industrial networks (TCP/IP, ASI, Modbus, VLAN installation, static routing, NAT)
- Electronics 2 (blueprint analysis, Autocad training)
- Domotics (KNX, home automation)
- Robotics (programming languages IEC1131, Siemens and Schneider robotics programming, supervision /IHM Vijeo, PCVUE and Wincc)

**Professional Skills**
- Web programming (dynamic website)
- Java programming
- Android programming
- Instrumentation (creation of sensors, Labview)

#### Cross Disciplinary Fields
- Project planning
- Employment law
- Communication
- Professional English

### Supervised Project
- Web project
- Industrial project
- KNX, remote terminal unit (MODBUS), home automation, android – robot application,...

### Internship

### LP EER
Electricity & Electronics Renewable Energies

**Fondamentals**
- Electronics (reading an electrical blueprint, electrical authorization training B1V)
- Automated devices and controls
- Lighting, Dialux

**Scientific Skills**
- Industrial networks (TCP/IP, CAN, Modbus), Electronics 2 (creation of blueprints, ElecWorks, electrical authorization training BC, B2V)
- Building thermais
- Robotics (programming languages IEC1131, Siemens and Schneider robotics programming, supervision Wincc)
- Power electronics
- Energy conversion and motors

**Professional Skills**
- Thermais and energy efficiency in buildings
- Study and gauging of solar panels
- Remote production (wind and hydraulic powered energy)

#### Cross Disciplinary Fields
- Project planning
- Employment law
- Communication
- Professional English

### Supervised Project
- Web project
- KNX, remote terminal unit (MODBUS), home automation, android – robot application,...

### Internship

### LP IRI
Administration & Integration of Computer Networks

#### Management Tools
- Expression, communication, Professional English
- Project management, organization
- Law, taxation and business creation

#### Networks and Telecommunications
- Overview of technologies
- Exploration of CCNA

#### Operating Systems
- Windows
- Linux

#### Virtualization, Protocol Information Systems
- VMware VCA-DCV
- Information systems protocols and services

#### Cabled Communication and Local Networks
- Cabled communication
- Local networks
- Introduction to ToIP

#### Routing and Extended Networks
- Routing
- Extended networks WAN
- Software Design Network: SDN

#### Security and Control
- Supervisory control of networks
- Network security
- IDS/IPS Detection and anti-intrusion for networks

#### Administration Systems and Networks
- Administration servers Windows (certification WS2012 70-410)
- Administration servers Unix / Linux

### Supervised Project - Internship

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### Asyraf, DUT GEII 2015-2016
Malaysia

“I come from Malaysia and I’m a freshman in DUT GEII. I’m pleased with my first year here, in Nice, I feel at home. At the IUT, the teaching of the theory is clear and the hands-on applications are very useful.”


**DUT**

**Computer Science**

**DISCIPLINARY FIELDS**
- Algorithms - Programming - Languages (C, Java)
- Hardware architecture - Operating systems and Networks
- Web - Internet - Mobility
- Database management systems
- Analysis, design and apps development
- Mathematics
- Economics - Management - Organization
- Law
- Expression - Communication
- Professional English

**PERSONAL PROFESSIONAL PROJECT**

**ADDITIONAL MODULES**
- Additional algorithms
- Distributed programming (platforms and communicating objects)
- Web programming - Rich client (JavaScript, JSON, jQuery, AJAX)
- Design and development of mobile apps (iOS, Android, Windows Phone)
- Design Patterns et C# .NET

**SUPERVISED PROJECT - INTERNSHIP**

**INFO**

**Informatique**

**COMPUTING, IT**

Mathematics
Algorithms
Programming
Analysis
Web
Operating Systems
Database

**70%** Post graduate studies in “Ecoles d’ingénieurs”

**20%** LP

**10%** Employment in industry
CORPORATE COMMUNICATION, INFORMATION AND PR
DUT - Corporate Communication, Information and PR
LP CE - Event Management

COMPUTING, IT
LP ADMIN - System administration
LP DAM - Mobile Application Development
LP IDSE - Corporate IT Systems

LOGISTICS, QUALITY AND SUPPLY CHAIN
DUT - Quality Management, Industrial Logistics and Organization
LP MLE - Management of Corporate Logistics
LP MPI - Supply Chain and Process Management

NETWORK ENGINEERING & TELECOMMUNICATIONS
DUT - Networks & Telecommunications
LP RSFS - Wireless Networking & Security

STATISTICS AND BUSINESS INTELLIGENCE
DUT - Statistics and Business Intelligence
DUT
Corporate Communication, Information & PR

EXPRESSION AND COMMUNICATION
- Writing and speaking skills
- Foreign languages

SOCIAL SCIENCES
- General economy - Sociology - Information and communication theory

PROFESSIONAL APPROACH
- Corporations
- Fundamentals of law, employment law
- Introduction to research, competitive intelligence
- Introduction to image and sound
- Computing fundamentals
- Introduction to project management

PROFESSIONAL METHODS
- Corporate communication
- Specific communication tools
- Media : use and markets
- Professional organizations
- Computing tools
- Survey techniques
- DTP
- Semiology of images
- Multimedia and the web

BECOMING PROFESSIONAL
- Personal and professional project
- Information and communication law
- Digital communication tools

COMMUNICATION SKILLS
- Audiovisual
- Publishing
- Management techniques
- Marketing, webmarketing
- Events communication
- Digital communication
- Communication strategy
- Media plan

ADDITIONAL MODULES
- Writing for the web
- Communication skills : crisis, finance, responsibility
- Patronage and sponsorship
- Current affairs analysis
- Environmental communication
- Consumer sociology

SUPERVISED PROJECTS - INTERNSHIP

LP CE
Event Communication

FUNDAMENTALS
- Events market – Creation of an agency
- Law concerning events
- Communication law
- Culture in action
- Innovation and media monitoring
- Strategic marketing for events

TECHNIQUES AND TOOLS
- Communication tools
- Press Relations and media planning
- Management tools for events projects
- Data processing
- Digital media coverage of events
- Professional English

PROFESSIONAL SKILLS
- Event-Budget Management
- Communication and contracts
- Communication and customer relations
- Service providers
- Management and business communication strategy
- Strategic communication for events
- Communication for local authorities

SUPERVISED PROJECTS
- Organization of round tables
- Supervised group projects : creation and organization of cultural, business, charity, festive events etc.

INTERNSHIP
COMPUTING, IT

FUNDAMENTALS
- Technical English, corporate communication, computing law
- Management of computing project
- Basic algorithms and concepts of complexity

TECHNICAL ASPECTS
- System administration
- Web design and administration
- Advanced programming script

PROFESSIONAL ELEMENTS
- Advanced system administration
- Infrastructure virtualization
- Computer security

PRACTICAL APPROACH
- Database administration workshop
- Network administration workshop
- Management of information systems workshop

SUPERVISED PROJECT
- Design and development

INTERNSHIP

FUNDAMENTAL COMPUTING
- Software engineering and design tools
- Database management systems
- Object oriented programming
- Web programming

ADDITIONAL FUNDAMENTALS
- Technical English
- Communication
- Law for new technologies and intellectual property
- Man Machine Interface (MMI) and ergonomy
- Computing project management

SPECIALIST DISCIPLINARY FIELDS
- Android development
- iOS development
- Windows Phone development
- Mobile technologies (telephony, multitouch, accelerometer, intelligent assistants, 2D barcodes, cameras)
- Geolocalisation and cartography
- Technological workshops (cloud computing, security, VoIP, OpenGL ES, Video games, Augmented reality)

SUPERVISED PROJECT – INTERNSHIP

LP ADMIN
System Administration

69%
Employment in Industry

LP DAM
Mobile Application Development

73%
Employment in Industry

LP IDSE
Corporate IT Systems

78%
Employment in Industry
quality control
scheduling
supply chain
purchasing
Corporate performance
stock management
Process
NETWORK ENGINEERING & TELECOMMUNICATIONS

**DUT**
Networks and Telecommunications

**NETWORKING**
- Local Area Networks and active equipment
- Advanced networking services and supervision

**TELECOMMUNICATIONS**
- Fundamentals of company telephony
- Cellular networking
- IP telephony
- Fundamentals of fiber-optic telecommunications

**COMPUTING**
- Systems administration
- Dynamic web
- Internet technology
- Programming for communicating mobile devices

**DIGITAL SECURITY**

**SUPERVISED PROJECT - INTERNSHIP**

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**LP RSFS**
Wireless Networking and Security

**EXPRESSION/COMMUNICATION**
- Technical English
- Communication

**MANAGEMENT AND ORGANIZATION**
- Law, management
- Project management
- Organization of information systems; sustainable development

**FUNDAMENTALS OF NETWORKS AND TELEPHONY**
- Information networks
- Telephony
- Optical networks

**FUNDAMENTALS OF OPERATING SYSTEMS**
- Linux
- Linux in networks
- Windows
- Virtualization

**COMMUTATION AND ROUTING IN LANs**
- Commutation and routing LAN
- Project network synthesis

**MOBILE NETWORKS**
- WLAN

**MOBILE TELEPHONY**
- Tools for telecommunications
- Wireless telephony
- ToIP, QoS

**SECURITY OF MOBILE SYSTEMS**
- Security of networks
- Security standards
- Firewall and high accessibility

**VOICE NETWORKS AND DATA FOR BUSINESSES**
- Signal treatment
- ToIP protocols, proprietary and open source solutions

**SUPERVISED PROJECT - INTERNSHIP**

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STATISTICS AND BUSINESS INTELLIGENCE

DUT
Statistics and Business Intelligence

STATISTICS
- Probabilities
- Descriptive and Inferential Statistics
- Chronological series
- Data Analysis
- Statistical studies and surveys
- Polls

BUSINESS INTELLIGENCE AND DATA PROCESSING
- Programming basics: algorithmic and languages.
- Internet development [web technologies]
- Professional softwares
- Advanced data bases
- Business Intelligence system
- Data mining and Big Data.

BUSINESS ENVIRONMENT
- Professional English
- Economics, management & law
- Corporate communication
- Steering and management tools

SUPERVISED PROJECT - INTERNSHIP

70-75%
PST graduate studies in "Ecoles d'ingénieurs"

20-25%
LP

0-5%
Employment in industry
COMMUNICATION AND MEDIA
DUT - Communication, Information and Media-Journalism
LP - Television Journalism

MARKETING TECHNIQUES ORIENTED TO TOURISM
DUT - Marketing Techniques and Business Studies
LP CCN - Nautical Commercial Executive
LP MIT - Tourism Management & Innovations

CANNES CAMPUS
COMMUNICATION AND MEDIA

**DUT Communication and Media-Journalism**

**Scientific and Social Studies**
- Writing and speaking skills
- Professional English
- Foreign language

**Social Sciences**
- Adaptation module for various publics
- Linguistics and semiology
- Fundamentals of law, employment law
- General economics
- Sociology
- Information and communication theory
- Digital culture
- Critical analysis of data

**Professional Approach**
- Corporation
- Introduction to research and competitive intelligence
- Introduction to image and sound skills
- Computing fundamentals
- Project management

**Discovering and Expanding Methods and Practices**
- Journalism tools
- Sociology of media and journalism
- History of media and journalism
- Monitoring current affairs
- Writing for journalism, the press and the web
- Writing for audiovisual media
- Management of information flow

**Becoming Professional**
- Personal and professional project
- Information and communication law
- Digital communication tools

**Advanced Methods and Skills**
- Ethics of journalism
- Sociology and issues of the web
- On-line information techniques
- Editorial design and production
- Strategic issues and international news
- Journalists
- Editorial techniques

**Additional Modules**
- Production workshops for the press, radio, TV and internet

**Supervised Project - Internship**

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**Florence**
LP JAV 2014
TV journalist, editor and producer at the france 2 Rome bureau

**Anne-Chloé**
DUT 2007-2009
LP JAV 2010
Editor - TV Journalist LCI

**Brian**
LP JAV 2011
Journalist
I-télé / Canal +

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**Images and Culture**
- Semiology
- Culture

**Language and Communication**
- English
- Professional conferences

**Journalism**
- News and ethics in journalism
- Media economics

**Hands-on Workshops**
- Bookfair
- Portrait
- Advanced writing

**Supervised Project and Development**
- Project management
- 13-minute magazine
- Webdoc

**Internship**
MARKETING TECHNIQUES ORIENTED TO TOURISM

ACTING ON THE MARKETS
- Marketing strategies and concepts
- Commercial research and studies
- Customer relationship management
- Sales and purchasing negotiation
- Commercial team management
- Outlet marketing and retailing
- E-marketing
- Logistics
- Commercial communication
- International and commercial environment

PROFESSIONAL ENVIRONMENT
- Organization, business strategy
- Social psychology of organizations and management
- Entrepreneurship
- General economics
- Commercial law, employment law

MANAGING
- Accounting and management
- Financial analysis
- Mathematics and applied statistics

COMMUNICATING
- Expression, communication and culture
- Communication psychology
- Foreign languages

INFORMATION PROCESSING
- Information and communication technologies

ICT

BECOMING PROFESSIONAL
- Personal and professional project
- Discovery of professions and trades

SUPERVISED PROJECT - INTERNSHIP

COMMUNICATION TOOLS
- Technical & Commercial English and Italian
- Expression and communication
- Methodology and project management
- New managerial techniques

THE NAUTICAL ENVIRONMENT
- Nautical market analysis
- Economic environment of nautical activity
- Legal environment

MANAGEMENT AND PRODUCTION TOOLS
- Organization of naval construction
- Cost accounting
- Quality management
- Financing

DEVELOPING A COMMERCIAL PROPOSITION
- Naval merchandising
- Strategic marketing

INTERNATIONAL AND DOMESTIC NEGOATIATING
- Purchasing policy
- Tailor-made commercial negotiation
- Legal environment of negotiation
- Export [development, techniques]

SUPERVISED PROJECT - INTERNSHIP
- Setting up an event

LP CCN
Nautical Commercial Executive

LP MIT
Tourism Management & Innovations

MANAGEMENT TOOLS
- Accounting and financial management
- Strategic and operational marketing
- Human resources management
- Computing for management

TOURIST ENVIRONMENT
- Geography of tourism
- Economy and sociology of tourism
- Law and tourism
- Culture and heritage

CULTURE AND LANGUAGE
- English
- 2nd foreign language
- 3rd foreign language [Italian, Spanish, German]

TOURISM PROJECTS PLANNING
- Elaboration of new tourism projects
- Design and setting up of festive events

TOURIST PROJECTS MANAGEMENT
- Strategy and development of tourist projects
- Promotion and diffusion of tourist projects

SUPERVISED PROJECT - INTERNSHIP

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MENTON CAMPUS

SOCIAL WORK
DUT - Applied Social Sciences, Group leader in Social and Sociocultural Activities
LP CIAP - Middle Management Professional in Social and Sociocultural Activities
LP CIESS – Middle Management in Health Care and Social Institutions
SOCIAL WORK

DUT
Applied Social Sciences, Group leader in Social and Sociocultural Activities

SEMESTER 1
- Professional body, rules and regulations
- The individual and society
- Introduction to methodology
- Primary observation placement

SEMESTER 2
- Institutions and government policies
- Professional bodies and the local community
- Method, technique and terminology
- Professional practice

SEMESTER 3
- Policy and organization in relevant sectors
- Professional bodies in the community
- Project management
- Professional development

SEMESTER 4
- Working with other professional bodies in the community
- Communities and Professional practice
- Communication and terminology
- Further in-depth professional training

SUPERVISED PROJECT - INTERNSHIP

LP CIAP*
Middle Management in Social and Sociocultural Activities

ACTIVITIES ORGANIZATION AND STRATEGIES
- Professional bodies, rules and regulations
- Association law
- Project methodology
- Corporate strategy

MANAGEMENT OF RESOURCES
- Finance management
- Human resources management
- Employment law
- Professional English

RULES AND REGULATIONS
- Applied law
- Legal matters
- Monitoring legal affairs

UNDERSTANDING COMMUNITY PRACTICES
- Pedagogy
- Knowledge of the community
- Methodology

SUPERVISED PROJECT - INTERNSHIP

LP CIESS
Middle Management in Health Care and Social Institutions

MANAGEMENT
- Basic accounting
- Implementing the budget and financial analysis
- Management control
- Computing for management
- Professional English

HEALTH AND SOCIAL ENVIRONMENT
- Quality approach in health and social establishments
- Risk management
- Health economics and policy
- Team management
- Conflict management

LAW
- Law and institutions
- Law and the private individual
- Civil liability
- Employment law

PRACTICAL ASPECTS
- Social psychology
- Gerontology
- Health and social logistics
- Care for the handicapped
- Dependancy and administrative management

SUPERVISED PROJECT - INTERNSHIP

* Accreditation in process
<table>
<thead>
<tr>
<th>Year 1 &amp; 2</th>
<th>DUT</th>
<th>Nice Campus</th>
<th>Sophia Campus</th>
<th>Cannes Campus</th>
<th>Menton Campus</th>
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