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# IUT DE SCEAUX

## INSTITUTE OF TECHNOLOGY

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*" Invest in your future choose excellence. "*



International Matters a strong focus on the international environment

The IUT of Sceaux is part of a network of universities and offers opportunities to study abroad and welcome students via ERASMUS (Europe), BPI (Quebec) and MICEFA (USA) programs.

These exchange programs take place in the second or third year. At the end of the course there are also several opportunities for internships abroad, essentially in Europe.

Three institutes, three specialisations  
Cachan, Orsay & Sceaux

The three IUTs within Paris-Saclay University welcome foreign students with the University Diploma of French as a foreign and specific language program.

These students are taught French as a second language in special classes throughout their B.U.T. (the specific three-year degree offered by Institutes of Technology).

The IUT also provides classes in French as a foreign language (giving credits) for students of international programs, including ERASMUS.

## OUR INSTITUT

The IUT of Sceaux is part of Paris-Saclay University \*. It offers three-year degrees (B.U.T) and a master's degree. The subjects include management, human resources and business, taught by full time teachers, researchers and professionals.

IUT is located in a leafy suburban area near the Sceaux park. It is close to top ranked colleges and universities, the famous rue Houdan pedestrian shopping street and the "coulée verte" a green belt stretching from Paris to the suburbs.

*\* The University also brings together four component institutions: CentraleSupélec, AgroParisTech, Ecole Normale Supérieure Paris-Saclay and the Institut d'Optique Graduate School, with two associate institutions: Université de Versailles Saint-Quentin-en-Yvelines (UVSQ) and Université Evry Val d'Essonne (UEVE). Together, they help us to broaden the University's range of courses and develop our research and innovation projects.*

*Université Paris-Saclay embodies the very best of what French higher education and research has to offer, recognised internationally for its*





## Excellence from the start

Paris-Saclay University has reached an internationally renowned standard of excellence (*1st in Europe, 14th in the world*). Its researchers have been awarded several prizes including Nobel Prizes and Fields Medals.

## And IUT de Sceaux

Within this University, Sceaux Institute of Technology is also setting high standards, particularly in its selection. It welcomes around 1 600 students, 600 of which are first year students. These first year students have been carefully selected through an attentive process.

This strong will to set a high standard of excellence results in a high proportion of graduates who quickly find a job right after their three-year degree or their Bachelor's Degree, or who enter prestigious business schools in France and abroad.

## COMPANIES AND ORGANIZATIONS ARE AT THE HEART OF THE UNIQUE INSTITUTES OF TECHNOLOGY SYSTEM

Companies and organizations are at the heart of the school. Courses leading to professional degrees are specifically designed to match their requirements and all our teaching methods and practices are based on the way they operate. They include supervised projects for companies, simulated interviews, negotiations and company role plays, case studies, professional projects, internships and forums. A large number of classes are taught by professionals from the service sector.

When our students leave school they have a nationally recognized degree that is greatly appreciated by professionals. They are immediately operational and ready to apply for a job. The school's training policy is very much based on companies and particularly for apprenticeship and the setting up or taking over of a business.

Companies and organizations are also part of the school's structure. They are members of the School's Council and members of commissions to improve curricula (especially for professional bachelor's degrees). They are also partners for apprenticeships and further education.

The school is completely committed to developing and strengthening relations with the professional world.



## OUR MAIN DIPLOMAS



THE BACHELOR OF TECHNOLOGY (B.U.T.) IS A NATIONAL DIPLOMA IN HIGHER EDUCATION. IT IS DONE AFTER THE BACCALAUREATE, IN 6 SEMESTERS (3 YEARS) IN AN IUT (UNIVERSITY INSTITUTE OF TECHNOLOGY), FULL-TIME OR IN APPRENTICESHIP. IT IS A SELECTIVE COURSE.

### THE BACHELOR OF TECHNOLOGY IN MARKETING AND SALES (B.U.T. TC) (THREE-YEAR DEGREE)

The B.U.T. TC programme focuses on marketing, sales, commercial negotiation and management with a view to developing mastery of the tools of the marketing process, skills in quantitative and commercial techniques (management techniques, sales and retailing,...)

From the third semester, 5 minors are offered:

- **business development and customer relationship management**
- **marketing and management of the point of sale**
- **digital marketing, e-business and entrepreneurship**
- **international business**
- **brand strategy and event management**

After the B.U.T. TC, graduates can work in sales and marketing departments of companies or pursue studies at postgraduate level in the IAE or business schools.

### BACHELOR OF AN OPTICIAN'S MANAGEMENT (THREE-YEAR DEGREE)

This course springs from the need for increased skills related to the commercial and managerial activity in stores: commercial aspects of products and services, customer and supplier relationship management, communicating with insurance companies and administrations, and management of sales team.

### THE BACHELOR OF TECHNOLOGY IN MANAGEMENT OF COMPANIES AND ORGANISATIONS (B.U.T. GEA) (THREE-YEAR DEGREE)

Courses taught for the Bachelor's degree in Management of Companies and Organisations (GEA) include management, marketing, economics, law, taxation, accounting, communication, foreign languages, mathematics for management and statistics. They are taught by qualified teachers and professionals with knowledge and skills from the various fields related to the management of a company, particularly at the finance and accounting level.

From the second year, 4 minors are offered:

- **accounting, tax and financial management**
- **management control and performance management**
- **management, entrepreneurship and management of small companies**
- **management of human resources**

Classes are taught in small groups with case studies and oral presentations by the students on various topics. I.T. tools and business simulation on software are widely used through the courses.

Graduates with Bachelor's degree in Management of Companies and Organisations will be able to pursue a career in accounting, management control, human resources within state-owned or private organizations. After the B.U.T., it is also possible to continue studies at postgraduate level, prepare for the Diploma of Chartered Accounting or go to business schools.

### PURCHASING, LOGISTICS AND PRODUCTIONS MANAGEMENT (FIVE-YEAR DEGREE)

The aim of the GPLA Master's is to train managers in the field of purchasing, particularly international purchasing, supplier relations, quality management and logistics. It also meets a growing demand from students for high-level training in international purchasing and supply chain professions.