

Université Paris-Saclay

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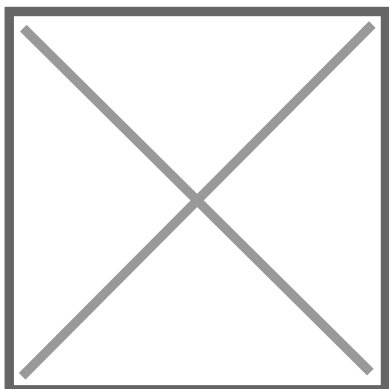
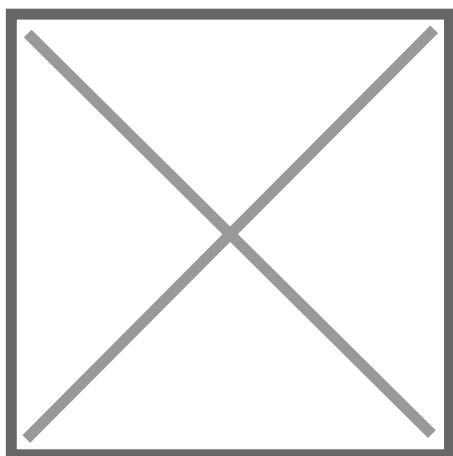
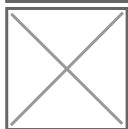
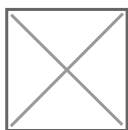
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LP Technico-commercial



Licence professionnelle (Vocational undergraduate degree)

Specialisation Technico-commercial

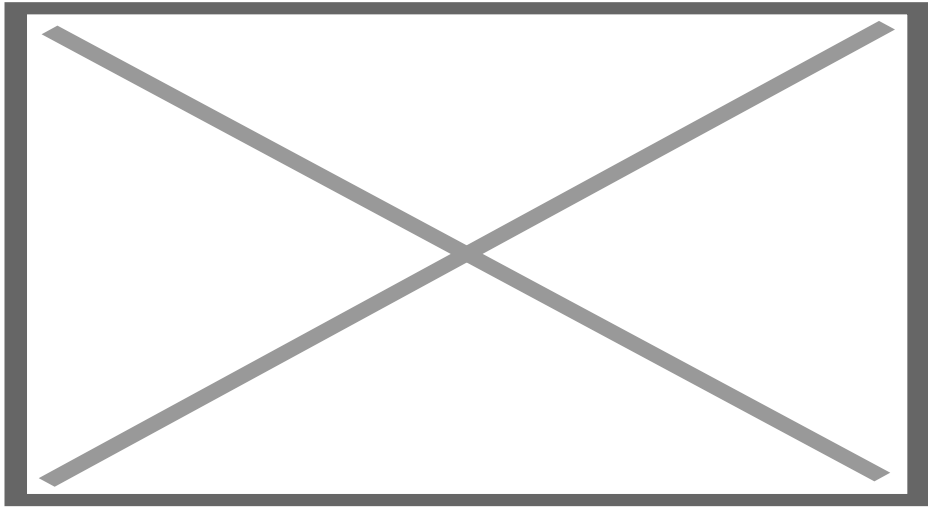
Language(s) of instruction

French

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Information

- [Application requirements](#)
- [Schedule](#)

Admission

Capacity

Available Places

24

Période(s) de candidature

E-candidat Platform

From 11/02/2026 to 10/04/2026

Programme

Bloc Langues, communication et culture des affaires

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class
Communication professionnelle	8	Semestre 1		56	56			

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class
■								

Communication professionnelle

ECTS : 8

Semester: Semestre 1

Detail

Practical study : 56

Directed study: 56

Language(s) of instruction

Anglais

Remote teaching

non

Prerequisites

Identiques à ceux de la licence.

Programme/contents

Maîtriser sa communication personnelle

Communiquer en milieu professionnel

Anglais conversationnel

Anglais des affaires

Type of assessment

Evaluation Continue Intégrale

[Culture](#)

[économique,](#)

[juridique et](#)

[managériale](#)

8

Semestre

1

98

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class
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Culture économique, juridique et managériale

ECTS : 8

Semester: Semestre 1

Detail

Directed study: 98

Language(s) of instruction

Français

Remote teaching

non

Programme/contents

Grands enjeux économiques

Management et politique commerciale

Démarche qualité

Droit des affaires

Type of assessment

Evaluation Continue Intégrale

Bloc Fondamentaux du commerce B to B

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class
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[Fondamentaux de la démarche stratégique et marketing Business to Business \(B to B\)](#)

6.5 Semestre 1 77

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class	d
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Fondamentaux de la démarche stratégique et marketing Business to Business (B to B)

ECTS : 6.5

Semester: Semestre 1

Detail

Directed study: 77

Language(s) of instruction

Français

Remote teaching

non

Programme/contents

Stratégie et gestion financière Marketing industriel

Outils du commerce international

Type of assessment

Evaluation Continue Intégrale

[Processus](#)

[commerciaux](#)

7.5

Semestre
1

84

[B to B](#)

Processus commerciaux B to B

ECTS : 7.5

Semester: Semestre 1

Detail

Directed study: 84

Language(s) of instruction

Français

Remote teaching

non

Prerequisites

Identiques à ceux de la licence.

Programme/contents

Négociation Prospection Processus Achat

Type of assessment

Evaluation Continue Intégrale

[Relation client](#)

6

Semestre
1

77

[B to B](#)

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class	distance learning
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■

Relation client B to B

ECTS : 6

Semester: Semestre 1

Detail

Directed study: 77

Language(s) of instruction

Français

Remote teaching

non

Prerequisites

Identiques à ceux de la licence.

Programme/contents

E-commerce Services orientés client Outils

Informatiques pour la gestion de la relation client (CRM)

Type of assessment

Evaluation Continue Intégrale

Bloc Activités professionnelles

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class	distance learning
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[Entreprise](#) 18

Semestre
1

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed study	Lecture/practical class	directed study/practical class	distance learning
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Entreprise

ECTS : 18

Semester: Semestre 1

Language(s) of instruction

Français

Remote teaching

non

Prerequisites

Identiques à ceux de la licence.

Programme/contents

Mémoire et Portfolio de compétences

Soutenance Evaluation entreprise

Type of assessment

Evaluation Continue Intégrale

[Projet](#)

6

Semestre

112

[Tutorés](#)

1

■

Projet Tutorés

ECTS : 6

Semester: Semestre 1

Detail

Directed study: 112

Language(s) of instruction

Français

Remote teaching

non

Prerequisites

Identiques à ceux de la licence.

Programme/contents

Projet transversal

Accompagnement à la construction d'un projet professionnel. Suivi individuel e

Type of assessment

Evaluation Continue Intégrale

Teaching Location(s)

CACHAN

Contact

- **Francisco ALVES**

<http://www.sciences.universite-paris-saclay.fr/formation/licence-professionnelle/technico-commercial/lp-technico-commercial>