Université Paris-Saclay

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LP Technico-commercial

Licence professionnelle (Vocational undergraduate degree)

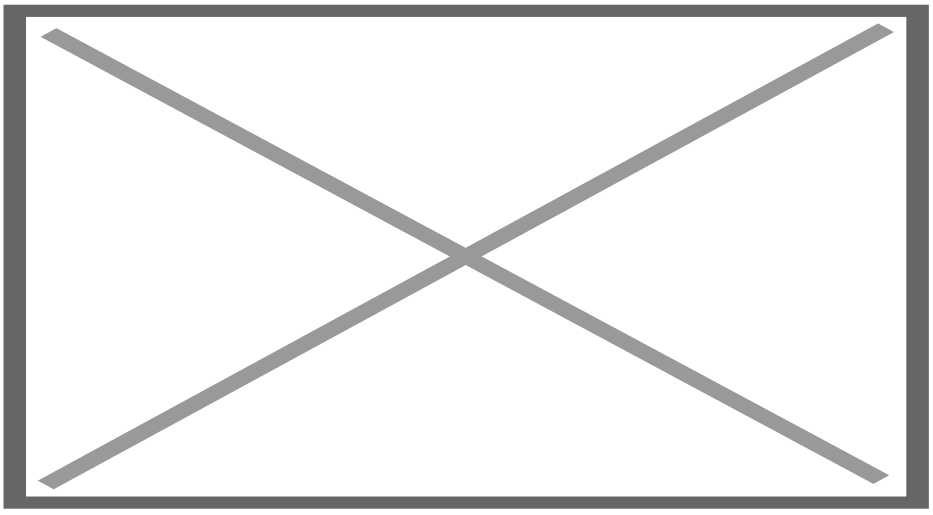
Specialisation Technico-commercial

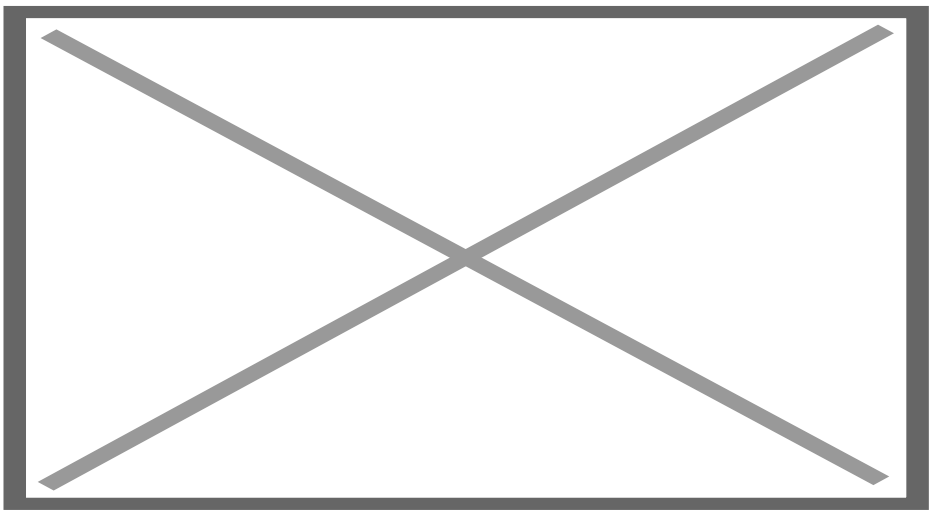
Language(s) of instruction

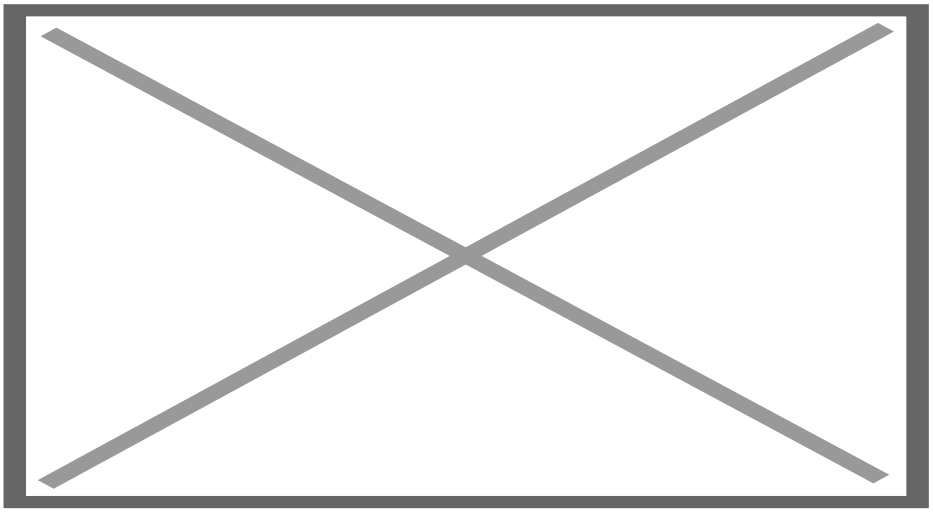
French

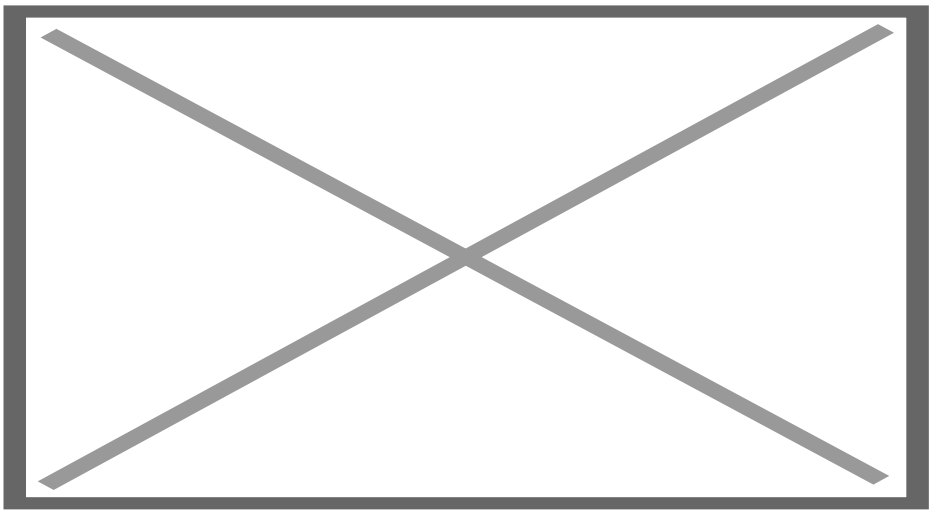
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Information

- Application requirements
- Schedule

Admission

Capacity

Available Places

24

Période(s) de candidature

E-candidat Platform

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

Programme

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed	Lecture/practical	directed study/practical class
Communication professionnelle	8	Semestre 1	56	56				
Charger le détail								
Culture économique, juridique et managériale	8	Semestre 1	98					
Charger le détail								

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed	Lecture/practical	directed study/practical class	d l
Fondamentaux de la démarche stratégique et marketing Business to Business (B to B)	6.5	Semestre 1	77						
Charger le détail									
Processus commerciaux B to B	7.5	Semestre 1	84						
Charger le détail									
Relation client B to B	6	Semestre 1	77						
Charger le détail									

Subjects	ECTS	Semester	Lecture	directed study	practical class	Lecture/directed	Lecture/practical	directed study/practical class	distan learn cour
Entreprise	18	Semestre 1							
Charger le détail									
Projet Tutorés	6	Semestre 1	112						
Charger le détail									

Teaching Location(s)

CACHAN

Contact

- **Francisco ALVES**

http://actu.universite-paris-saclay.fr/formation/licence-professionnelle/technico-commercial/lp-technico-commercial