



Commerce Management

- Sales Management
- Logistics Management
- Entrepreneurship
- Kommunikation & Marketing

Study Management in Denmark! Meet the challenge – skilled, motivated and competent supervisors are in great demand.

The Commerce Management programme aims to qualify you to work in Service Centres all around the world with a variety of career opportunities. Typical jobs would be positions such as supervisor, project manager or business planner in the retail, logistics and tourist sector.

The commerce management programme is a two year Academic Program. The education is organized as a combination of lessons and a practical education in an internship in one or more companies in Denmark or abroad. The internship is designed as a long uninterrupted progress so that the company can have sufficiently complex tasks completed, and the student can acquire a thorough experience in professional practice.

The Commerce Management programme gives you an academic background for continuing your studies with the Bachelor in International Sales and Marketing.

Uddannelsens indhold

Programme information:

The two-year-program is divided into four semesters, 120 ECTS. During the first two semesters of the programme the following subjects are offered:

The first semester is structured on the basis of two main projects:

- Market and Society
- The Company's external environment

These are the subjects:

Personal Development, Creative Problem Solving, Controlling and Planning, Organization and Leadership, Customer Relationship Management, Legislation, Business Communication, International relations, Marketing and Sales, Statistical Analysis and

Measurement

The second semester is structured on the basis of two main projects:

- The Company's Internal Environment
- From theory to Practice

The student can choose from the following two subjects:

- Sales Management or
- Business Economics

The third and fourth semester – Internship:

The internship takes place in the third and fourth semester and is combined with seminars, examinations and a final project (dissertation). The student is thus able to ensure a good theoretical foundation in the first year before the paid internship begins.

Studieordning

- Curriculum - 2019
- Curriculum - 2017

Adgangskrav

For admission to the AP Degree in Commerce Management the following qualifications are required:

From Denmark and Scandinavia

A general upper secondary education in Denmark/Scandinavia (Upper Secondary School Leaving Examination, Higher Commercial Examination, Higher Technical Examination or Higher Preparatory Examination)

From UK countries and countries with at similar educational system

General Certificate of Secondary Education, GCSE in combination with Advanced level exams: At least two subjects at A-level in combination with 5 GCSE exams.

From other European countries

The equivalent to Upper Secondary School Leaving Examination.

From United States and countries with a similar educational system

High school diploma from the United States

From African countries, India, China and other Asian countries

The equivalent to Upper Secondary School Leaving Examination

From South- and Latin American countries

The equivalent to Upper Secondary School Leaving Examination
International Baccalaureate (IB)

International Baccalaureate Diploma satisfies the minimum requirements for admission to an AP programme. You need the following documentation: Diploma Programme (DP) Course Results *or* IB Certificate with a minimum grade of 3 in all 6 subjects and at least 3 subjects at Higher Level (HL) and IB Diploma with “Diploma Programme Results *or* IB Diploma.

Other international qualifications

European Baccalaureate (EB), Dansk/Fransk Baccalauréat (DFB), Option Internationale de Baccalauréat (OIB), or Dansk-Tysk Studentereksamen (DIAP)

For further details, please check the specific country here: [International qualifications for entry to undergraduate programmes](#)

Mathematics or Business Economics

Programme	Required level
AP Computer Science	Mathematics B-level
AP Commerce Management	Mathematics or Business Economics D-level
AP Marketing Management	Mathematics or Business Economics B-level
AP Service, Hospitality and Tourism Management	Mathematics or Business Economics C-level
AP Multimedia Design and Communication	Mathematics or Business Economics C-level
AP Logistics	Mathematics or Business Economics C-level

B-level	250 hours of 60 minutes
C-level	125 hours of 60 minutes
D-level	Mathematics from 1st to 10th grade - no specific number of hours
It is only the last three years of your Upper Secondary Education, which are relevant when you calculate the number of hours. Please send an e-mail to apply@zibat.dk and request a verification form to be filled in by your school, if necessary.	

English Proficiency

The applicants must submit one of the following tests to prove their English proficiency:

Test	Score (minimum)
Danish B-level in English	02 (average)

IELTS (academic)	6.5
TOEFL iBT (internet based)	83
PTE Academic - Pearson Test of English	58
CPE Cambridge Certificate of Proficiency in English	Grade C
CAE Cambridge Certificate in Advanced English	Grade C
FCE Cambridge First Certificate of English	Grade A
Other official proficiency tests with an equivalent level may be recognised on an individual basis according to the CEFR, Common European Framework	

Test results must not be more than two years old at the time of application.

An applicant may ask for an exemption concerning the English test, if he/she has acquired sufficient English proficiency in other ways, e.g. native speakers, extended work/studies in an English speaking country, the international or the European Baccalaureate.

Selection criteria

Due to the limited number of places available, admissions are allocated in different quotas: Quota 1 and 2. Applicants with non-EU qualifications, will only be considered according to quota 2 as we cannot do an assessment of the grade point average.

Quota 1 admissions are allocated according to the grade point average of an upper secondary education. The grade point averages needed for admission will be published at the end of the admission process each year.

Quota 2 admissions are allocated according to our quota 2 criteria, which you can find [here](#). Zealand will make an overall evaluation and rating of the applicants, which we may supplement with an admission interview.

Restrictions on double degrees

The Danish Government has passed a law imposing restrictions on the possibility of receiving more than one Danish fulltime further education at the same or at a lower level than you have already received. It means that if you already have an AP degree in Marketing Management, you cannot apply for another AP programme, or if you have a Professional Bachelor's degree in e.g. Web Development, you cannot be admitted in another Professional Bachelor or an AP programme. This also applies, if there are available places in the programme.

The rule does not apply to foreign fulltime further education.

Exemption from the rules

Certain programmes are exempted, but none of the international programmes at Zealand. However, it is also possible to apply for an exemption in the following cases:

1. If you have completed your previous education at least 6 years before the study

- start of the new programme you apply for
2. If you no longer can use your previous education due to health reasons
 3. If your education has been changed significantly or has been discounted

If you wish to apply for an exemption, you have to upload an exemption request and the relevant diploma as well as a Doctor's Certificate (if relevant) with your application for admission.

The rules concerning restrictions on double degrees are found in Bekendtgørelse 1495 af 11/12/2017 om adgang til erhvervsakademiuddannelser og professionsbacheloruddannelser, §13.

Praktik

All full-time programmes at Zealand contain an obligatory internship period that lasts between 10 and 40 weeks.

The internship period's length and placement during the programme depend on the programme, but the internship is usually placed during the last semester of the programme and will be followed by your final exam project.

[Read more](#)

SU

As an EU or EEA citizen you can apply for SU for a full time study programme in Denmark. You need to be aware of the requirements in order for to receive SU in Denmark as a foreign citizen.

[Read more about SU here](#)

Public transportation discount

You can apply for public transportation discount if you are enrolled as a full time student at a higher education programme. All students, regardless of origin, can apply for an "ungdomskort" (youth card); however, you will need to have a CPR number (Danish social security number) in order to apply.

[You can read more about ungdomskort here](#)

Titel	Academy Profession (AP) degree in Commerce Management
Niveau	Akademi (EAK)
Varighed	2 år
ECTS point	120
Sprog	English
Studiestart	August/september
Steder	Femøvej 3, 4700 Næstved



Zealand

Sjællands Erhvervsakademi

