



# Før din fremtid

Zealand

Sjællands Erhvervsakademi

# 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.**

*This programme is closed for the time being*

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.

## **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**

- Commerce Management - 2022
- Commerce Management - Supplement to Electoral Catalog Næstved - 2022
- Commerce Management - Electives Catalog - spring 2022
- Commerce Management - 2021
- Commerce Management - 2020
- Commerce Management - 2019
- Commerce Management - 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>B-level</b>	<b>250 hours of 60 minutes</b>
<b>C-level</b>	<b>125 hours of 60 minutes</b>
<b>D-level</b>	<b>Mathematics from 1<sup>st</sup> to 10<sup>th</sup> grade - no specific number of hours</b>

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](mailto: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	3,0 (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.

### 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](#)

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

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## Zealand

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Du har valgt at samle denne brochure med nogle af vores fuldtidsuddannelser og/eller efteruddannelser. Uanset hvad, er du godt på vej til at forme din fremtid med en relevant og praktisk orienteret uddannelse – Velkommen til Zealand!

Vi arbejder tæt sammen med over 1000 virksomheder, som er med til at sparre, udvikle og sikre relevans for dig som studerende. Zealand er til stede på afdelinger i Region Sjælland; Roskilde, Næstved, Køge, Slagelse og Nykøbing Falster - samt en uddannelsesstation i Holbæk.

## Fremtids- og erhvervsrettede fuldtidsuddannelser

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På Zealand kan du tage vælge mellem 25 videregående fuldtidsuddannelser på erhvervsakademi- og professionsbachelorniveau. Du kan fx læse til Markedsføringsøkonom, Produktions- teknolog, Laborant, Datamatiker eller Bygningskonstruktør.

Vores uddannelser kombinerer teori med praksis, så du er klædt på til virksomhedernes behov. Du kommer også tæt på virkeligheden igennem de obligatoriske praktikophold - og case-opgaver i tæt samarbejde med regionens virksomheder.

## Fleksible efteruddannelser i balance mellem job og familieliv

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Vores fleksible efter- og videreuddannelser er tilrettelagt sådan, at du kan forene din karriere, dit familieliv og din livslange kompetenceudvikling i god balance. Du kan tage en hel efteruddannelse eller det modul, der passer dig lige nu på akademi- og diplomniveau. Flere af vores moduler kan du også studere via blended learning og online-undervisning og vi sammensætter også kursusforløb for hele virksomheden. Vi tager altid udgangspunkt i dine konkrete behov. Du skal kunne anvende din ny viden med det samme i dit job.