



BTSA T.C.

a HND in forest and wood product



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Our students :

- are aged 18 to 20, some older. are on a 2-year course for a HND (Advanced Vocational qualification) in the Forestry Sector and wood products.
- may apply for placement and after graduation for jobs as :
- technical sales representatives.



Our Pedagogy :

Students take part in a two-year course where both technical subjects- such as Forestry, Ecology,... - and academic subjects - like Mathematics, Economy, Computer science, English or P.E...- ar taught. They get familiar with the working environment and the forestry sector. They launch commercial actions and learn professional skills. Our former students also make long-term friendship with their fellow students..



Their work placement occurs at the end of year 1, they have acquired enough skills :

- to be autonomous, to take personal initiative in personal and group project works.
- to adjust to a new environment and team, be in charge of an experimental project planned ahead with the teachers and tutor.
- to have a good practice and knowledge of the Forestry Sector (contractors, sawmills, the pulp industry, panelling...)

There are European exchanges and a 12-week training period in companies located in France or abroad with the Erasmus Programme.

This placement will meet the needs of the company. It is the object of a final exam report (30 pages) written by the student. It is assessed by a jury of teachers and professionals. The student's oral presentation is also assessed. That is why each student has to make a wise choice for his or her internship, to make sure they meet both their abilities and the needs of the company.



During his training period, a student can be asked to :

- analyse a market
- call prospects
- create an Internet site or a brochure
- pay visits to customers
- take part in negotiating deals
- prepare supplying and sales deals
- advise customers thanks to a good insight of the product
- develop a sales pitch

Our team of teachers will keep in touch with the student and his or her supervisor all along the internship. They can provide assistance when necessary.



The objectives of a work placement abroad are to :

- discover a different social and professional environment
- put into practice and improve technical skills
- compare techniques and procedures....
- become autonomous, responsible, mobile...
- improve their English and be more fluent in a foreign language
- discover Europe and become a European citizen

As a consequence, they will be better prepared for active life.

After graduation :

Our graduates become Forestry technicians or technical sales representatives in private companies.

They can work in a wide range of fields from manufacturing to wholesale or retail companies. They can carry out purchasing or sales activities for timber and wood products too.

They also have opportunities for further training and qualifying in technical universities after this degree.