



République Tunisienne
Ministère de l'Enseignement Supérieur et de la Recherche Scientifique
Direction Générale des études Technologiques

INSTITUT SUPERIEUR DES ETUDES TECHNOLOGIQUES DE SELIANA

Parcours: LI560402 Domaine: Sciences Economiques et Sciences de Gestion Mention: Commerce et Distribution Spécialite: Techniques de Vente

LES UE OBLIGATOIRES : Semestre 1 du Niveau 2 : Groupe d'enseignement TCV2

| Session Principale 2022 - 2023 | | Approche des marchés | | | | | | | | | | Gestion des flux | | | | | | | | Outils de décision | | | | | | | | Communication et développement personnel III | | | | | | | | | | | | | | | | | |
|-----------------------------------|--------------------|------------------------------|------|-----------|---|-----------------|-------|---------|---|--|---------------------------------|------------------|-----------|-------|------------------------------------|-------|-----------|-------|--------------------------------------|--------------------|---|-----------|------|-------------------|------|-----------|------|--|--------------------------|-------|---------|-----|--|------|---------|------|------------------|------|----------|------|--|------|---|-------|---|
| | | Comportement du consommateur | | | | Etude de marché | | | | Cr:7 Coe f:3.5 Résultat Unité | Gestion des stocks et des Appro | | | | Comptabilité Analytique de gestion | | | | Cr:6 Coe f:3 Résultat Unité | Gestion financière | | | | Marketing digital | | | | Cr:6 Coe f:3 Résultat Unité | Culture entrepreneuriale | | | | Connaissance de soi et préparation aux métiers | | | | Business English | | | | Cr:5 Coe f:2.5 Résultat Unité | | | | |
| | | Cr: 3 | | Coef: 1.5 | | Cr: 4 | | Coef: 2 | | | Cr: 3 | | Coef: 1.5 | | Cr: 3 | | Coef: 1.5 | | | Cr: 3 | | Coef: 1.5 | | Cr: 3 | | Coef: 1.5 | | | Cr: 2 | | Coef: 1 | | Cr: 2 | | Coef: 1 | | Cr: 1 | | Coef: .5 | | | | | | |
| | | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | DS 1 | DC1 | M | C | TP 1 | TP 2 | M | C | DS 1 | DC1 | M | C | M | C | | |
| 10827383 | BACHA ROUDAYNA | 11 | 10 | 10.6 | 3 | 2 | 5 | 3.2 | 0 | 6.37 | 3 | 4.75 | 11.25 | 7.35 | 0 | 10.25 | 6 | 8.55 | 0 | 7.95 | 0 | 10 | 5.5 | 8.2 | 0 | 12.5 | 15 | 13.5 | 3 | 10.85 | 6 | 15 | | 15 | 2 | 16.5 | | 16.5 | 2 | 7.5 | 3 | 5.7 | 0 | 13.74 | 5 |
| 12363642 | BCHINI RABIAA | 8.75 | 6.5 | 7.85 | 0 | 2 | 4.25 | 2.9 | 0 | 5.02 | 0 | 7 | 4.75 | 6.1 | 0 | 8 | 8 | 8 | 0 | 7.05 | 0 | 9 | 5.5 | 7.6 | 0 | 11.5 | 11 | 11.3 | 3 | 9.45 | 3 | 14 | | 14 | 2 | 17 | | 17 | 2 | 8.5 | 5.5 | 7.3 | 0 | 13.86 | 5 |
| 10833879 | BEN KHESSIB MAHRAN | 11 | 10 | 10.6 | 3 | 5 | 5.5 | 5.2 | 0 | 7.51 | 3 | 12.75 | 12 | 12.45 | 3 | 6.5 | 9 | 7.5 | 0 | 9.98 | 3 | 17.5 | 5.5 | 12.7 | 3 | 12 | 9 | 10.8 | 3 | 11.75 | 6 | 14 | | 14 | 2 | 15 | | 15 | 2 | 11.5 | 9.5 | 10.7 | 1 | 13.74 | 5 |
| 11444779 | BOUCHOUCHA CHAIMA | 13 | 10 | 11.8 | 3 | 2 | 8.5 | 4.6 | 0 | 7.69 | 3 | 15.25 | 10.25 | 13.25 | 3 | 11.25 | 7 | 9.55 | 0 | 11.4 | 6 | 14.5 | 16 | 15.1 | 3 | 13 | 14 | 13.4 | 3 | 14.25 | 6 | 14 | | 14 | 2 | 17 | | 17 | 2 | 3.5 | 5 | 4.1 | 0 | 13.22 | 5 |
| 12364173 | DABOUSSI DALILA | 4 | 5 | 4.4 | 0 | 1 | 2 | 1.4 | 0 | 2.69 | 0 | 6.75 | 8.75 | 7.55 | 0 | 6 | 3 | 4.8 | 0 | 6.18 | 0 | 5 | 6 | 5.4 | 0 | 11 | 15.5 | 12.8 | 3 | 9.1 | 3 | 14 | | 14 | 2 | 16.5 | | 16.5 | 2 | 4.5 | 3.5 | 4.1 | 0 | 13.02 | 5 |
| 11669632 | DAIKHI AMAL | 5 | 10 | 7 | 0 | 10 | 3 | 7.2 | 0 | 7.11 | 0 | 5.25 | 12.25 | 8.05 | 0 | Disp | | 10.5 | 3 | 9.28 | 3 | Disp | | | Disp | | | 12.35 | 6 | Disp | | | Disp | | | Disp | | | 11.28 | 5 | | | | | |
| 11445885 | JAZIRI YOSRA | 11.5 | 10 | 10.9 | 3 | 2 | 9.5 | 5 | 0 | 7.53 | 3 | 7.25 | 10 | 8.35 | 0 | 9 | 10 | 9.4 | 0 | 8.88 | 0 | 6 | 5.5 | 5.8 | 0 | 14 | 18 | 15.6 | 3 | 10.7 | 6 | 16 | | 16 | 2 | 17 | | 17 | 2 | 6 | 6 | 6 | 0 | 14.4 | 5 |
| 14365201 | KHLIFI SIOUAR | 17 | 14.5 | 16 | 3 | 3 | 11.5 | 6.4 | 0 | 10.51 | 7 | 9.25 | 12.5 | 10.55 | 3 | 11.25 | 12 | 11.55 | 3 | 11.05 | 6 | 13.5 | 8 | 11.3 | 3 | 14.5 | 17 | 15.5 | 3 | 13.4 | 6 | 14 | | 14 | 2 | 17 | | 17 | 2 | 2.5 | 8 | 4.7 | 0 | 13.34 | 5 |
| 14428774 | LAJIMI KHAOULA | 12.75 | 13 | 12.85 | 3 | 7 | 10 | 8.2 | 0 | 10.19 | 7 | 10.5 | 7.5 | 9.3 | 0 | 8.5 | 11 | 9.5 | 0 | 9.4 | 0 | 15.5 | 7 | 12.1 | 3 | 14 | 17 | 15.2 | 3 | 13.65 | 6 | 16 | | 16 | 2 | 18.5 | | 18.5 | 2 | 6.5 | 5.5 | 6.1 | 0 | 15.02 | 5 |
| 11669905 | LAMARI RANIA | 4.25 | 12 | 7.35 | 0 | 3 | 4.75 | 3.7 | 0 | 5.26 | 0 | 4.25 | 8 | 5.75 | 0 | 7.5 | 2 | 5.3 | 0 | 5.52 | 0 | 4 | 4.5 | 4.2 | 0 | 9 | 12 | 10.2 | 3 | 7.2 | 3 | 14 | | 14 | 2 | 17 | | 17 | 2 | 9 | 10.5 | 9.6 | 0 | 14.32 | 5 |
| 09944255 | NASRI BASSEM | 4.5 | 6 | 5.1 | 0 | 3 | 1 | 2.2 | 0 | 3.44 | 0 | 5.75 | 9.5 | 7.25 | 0 | 2.25 | 8.5 | 4.75 | 0 | 6 | 0 | 10 | 3.25 | 7.3 | 0 | 14 | 14 | 14 | 3 | 10.65 | 6 | 14 | | 14 | 2 | 15 | | 15 | 2 | 6.5 | 5 | 5.9 | 0 | 12.78 | 5 |
| 09529097 | NEFZI MAYSSA | 12.5 | 10 | 11.5 | 3 | 3 | 11.75 | 6.5 | 0 | 8.64 | 3 | 10.25 | 8 | 9.35 | 0 | 6 | 11 | 8 | 0 | 8.67 | 0 | 9 | 13 | 10.6 | 3 | 11 | 19.5 | 14.4 | 3 | 12.5 | 6 | 13 | | 13 | 2 | 18.5 | | 18.5 | 2 | 5.5 | 8.5 | 6.7 | 0 | 13.94 | 5 |
| 14708726 | RAHAL MARIEM | 18 | 12 | 15.6 | 3 | 9 | 9.5 | 9.2 | 0 | 11.94 | 7 | 5.75 | 13.5 | 8.85 | 0 | 8 | 7 | 7.6 | 0 | 8.22 | 0 | 4 | 6.5 | 5 | 0 | 15.5 | 14 | 14.9 | 3 | 9.95 | 3 | 13 | | 13 | 2 | 17.5 | | 17.5 | 2 | 14 | 12.5 | 13.4 | 1 | 14.88 | 5 |
| 15009115 | RIAHI NEJMEDDINE | Abs | Abs | 0 | 0 | Abs | Abs | 0 | 0 | 0 | 0 | Abs | Abs | 0 | 0 | Abs | Abs | 0 | 0 | 0 | 0 | Abs | Abs | 0 | 0 | Abs | Abs | 0 | 0 | 0 | 0 | Abs | | 0 | 0 | Abs | | 0 | 0 | Abs | Abs | 0 | 0 | 0 | 0 |
| 09643902 | ZORGANI ACHREF | 5.5 | 11 | 7.7 | 0 | 2 | 2 | 2 | 0 | 4.44 | 0 | 6.5 | 9.25 | 7.6 | 0 | 1.5 | 6.5 | 3.5 | 0 | 5.55 | 0 | 5.5 | 8 | 6.5 | 0 | 11 | 16 | 13 | 3 | 9.75 | 3 | 11 | | 11 | 2 | 16 | | 16 | 2 | 4 | 9 | 6 | 0 | 12 | 5 |



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Parcours: LI560402 Domaine: Sciences Economiques et Sciences de Gestion Mention: Commerce et Distribution
Specialite: Techniques de Vente

| LES UE OPTIONNELLES : Semestre 1 du Niveau 2 : Groupe d'enseignement TCVO2 | | | | | | | | | |
|--|-----------------------|-------------------------|-----------|---|-------------------------------|-----------|---|----------------|---|
| Session Principale 2022 - 2023 | | Unité optionnelle 3 | | | | | | | |
| | | Certification MOS-Excel | | | QHSE et développement durable | | | Résultat Unité | |
| Code | Nom et Prénom | Cr: 3 | Coef: 1.5 | | Cr: 3 | Coef: 1.5 | | M | C |
| | | TP 1 | M | C | TP 1 | M | C | | |
| 10827383 | BACHA ROUDAYNA | 17 | 17 | 3 | 13 | 13 | 3 | 15 | 6 |
| 12363642 | BCHINI RABIAA | 14 | 14 | 3 | 13 | 13 | 3 | 13.5 | 6 |
| 10833879 | BEN KHESSIB MAHRAN | 15.25 | 15.25 | 3 | 12 | 12 | 3 | 13.62 | 6 |
| 11444779 | BOUCHOUCHA CHAIMA | 17.75 | 17.75 | 3 | 12 | 12 | 3 | 14.88 | 6 |
| 12364173 | DABOUSSI DALILA | 14 | 14 | 3 | 13 | 13 | 3 | 13.5 | 6 |
| 11669632 | DAIKHI AMAL | 10.25 | 10.25 | 3 | Disp | 10 | 3 | 10.12 | 6 |
| 11445885 | JAZIRI YOSRA | 11.75 | 11.75 | 3 | 13 | 13 | 3 | 12.38 | 6 |
| 14365201 | KHLIFI SIOUAR | 13 | 13 | 3 | 12 | 12 | 3 | 12.5 | 6 |
| 14428774 | LAJIMI KHAOULA | 15.5 | 15.5 | 3 | 13 | 13 | 3 | 14.25 | 6 |
| 11669905 | LAMARI RANIA | 18.5 | 18.5 | 3 | 13 | 13 | 3 | 15.75 | 6 |
| 09944255 | NASRI BASSEM | 15 | 15 | 3 | 12 | 12 | 3 | 13.5 | 6 |
| 09529097 | NEFZI MAYSSA | 18.75 | 18.75 | 3 | 15 | 15 | 3 | 16.88 | 6 |
| 14708726 | RAHAL MARIEM | 15.75 | 15.75 | 3 | 15 | 15 | 3 | 15.38 | 6 |
| 15009115 | RIAHI NEJMEDDINE | Abs | 0 | 0 | Abs | 0 | 0 | 0 | 0 |
| 09643902 | ZORGANI ACHREF | 11 | 11 | 3 | 12 | 12 | 3 | 11.5 | 6 |



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Résultats de la session principale du niveau 2 pour l'année universitaire 2022 - 2023

Parcours: LI560402 Domaine: Sciences Economiques et Sciences de Gestion Mention: Commerce et Distribution Spécialité: Techniques de Vente

| Groupe d'enseignement : TCV2 | | | |
|------------------------------|--------------------|--------------------|-------------------|
| Code etudiant | Nom et prénom | Moyenne semestre 1 | Crédit semestre 1 |
| 10827383 | BACHA ROUDAYNA | 10.54 | 20 |
| 12363642 | BCHINI RABIAA | 9.48 | 14 |
| 10833879 | BEN KHESSIB MAHRAN | 11.11 | 23 |
| 11444779 | BOUCHOUCHA CHAIMA | 12.1 | 26 |
| 12364173 | DABOUSSI DALILA | 8.55 | 14 |
| 11669632 | DAIKHI AMAL | 9.89 | 20 |
| 11445885 | JAZIRI YOSRA | 10.55 | 20 |
| 14365201 | KHLIFI SIOUAR | 12.07 | 30 |
| 14428774 | LAJIMI KHAOULA | 12.34 | 24 |
| 11669905 | LAMARI RANIA | 9.31 | 14 |
| 09944255 | NASRI BASSEM | 8.96 | 17 |
| 09529097 | NEFZI MAYSSA | 11.95 | 20 |
| 14708726 | RAHAL MARIEM | 11.98 | 21 |
| 15009115 | RIAH NEJMEDDINE | 0 | 0 |
| 09643902 | ZORGANI ACHREF | 8.4 | 14 |