

INDUSTRIAL MANAGEMENT

CONTRIBUTE TO THE ACTIVE LIFE

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Preliminary

Distribution of the companies according to the branch of industry (except agriculture)

The company is a unit economic, juridically autonomous, organized to produce goods or services for the market.

One distinguishes:

- **The one-man business** (individual) who does not have legal personality distinct from that of the individual of his owner
- **The company member**, Limited company (SA), Limited liability company (limited liability company) etc...

A company has a certain autonomy, it can include/understand one or more establishments. One will distinguish the individual contractors and the non-financial companies 2,4 million without counting the farms

	To the 1.1.1993		To the 1.1.2002	
Branches of industry	Thousands	in %	Thousands	in %
Food industry	75....	3,3....	67....	2,7....
Industry except IAA	205....	8,9....	187....	7,6....
Construction	332....	14,4....	329....	13,3....
Trade	653....	28,3....	621....	25,2....
Transports	92....	4,0....	90....	3,7....
Real activities	65....	2,8....	70....	2,9....
Services with the companies	280....	12,1....	390....	15,8....
Services with the private individuals	343....	14,9....	390....	15,8....
Education, health social action	262....	11,4....	322....	13,0....
Total	2308....	100....	2 469....	100....
Source : TEF 2003-2004	Field: Industrie Commerce Services			

Creations of companies and of establishments

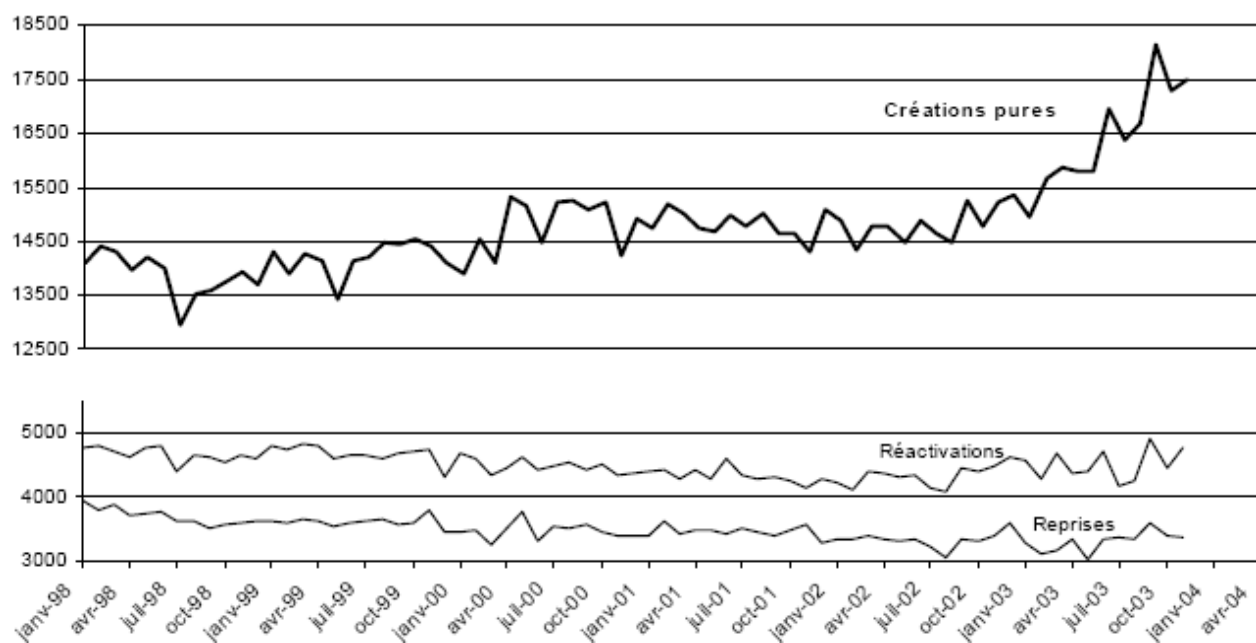
In 2002, in industry and the tertiary sector, 270 000 companies were created, that is to say 10 % of the existing companies. Two thirds are really new companies, the others either being reactivated after an interruption or taken again with change of owner or legal transformation

Creations of establishments in 2000 per branch of industry

Branches of industry	Total of creations	in %	of which pure creations	in %	Taux in %
Industry	20 053	8	11 737	7	8
Construction	39 133	15	27 800	16	13
Trade and repairs	73 923	28	42 583	25	12
Services	133 308	51	89 167	52	12
Total	261 571	100	170 846	100	11

Source: File SIRENE

Créations d'entreprises - Données CVS



Profile of the creator of company

Despite every the incentive campaigns, their number hardly increases and they have different profiles between the former unemployed and the young graduates.

In 2002, 178 000 new companies were born. Their creators were motivated by the will to be independent and the taste to undertake. Among the creators, 22 % continued to carry on another principal activity with title, 12 % were young graduates.

Sex	Men		Women	
	74%		26%	
Age	- 30 years	30-39 years	40-49 years	50 years et +
	20%	37%	27%	16%
Diploma	No	CAP, BEP, Brevet	Baccalauréat	Higher than the baccalauréat
	16%	34%	17%	33%
Situation before creation	In activity	With unemployment (less than 1 year)	With unemployment (more than 1 year)	Without occupation
	51%	14%	16%	19%

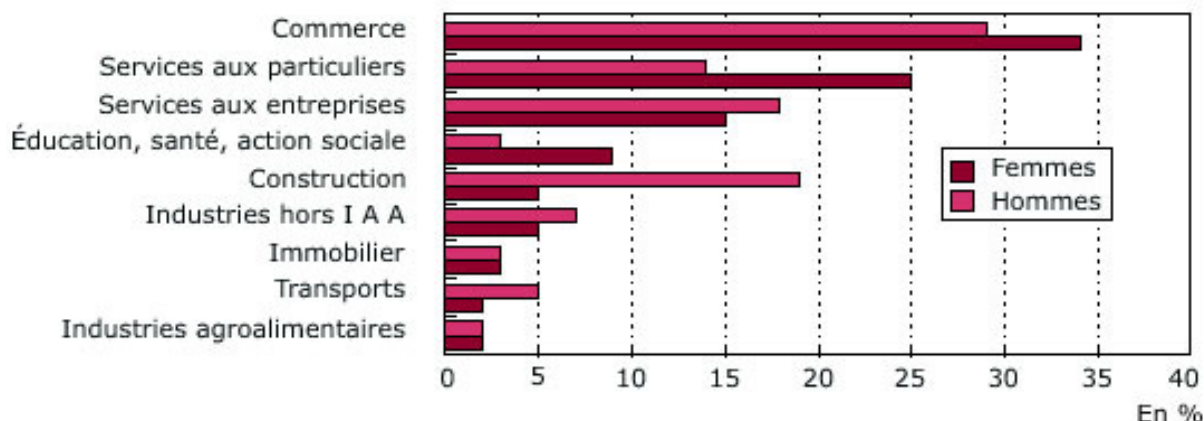
The creative ones of companies

The proportion of women among the creators of companies is 30 %. The women who launch out in the creation of company often have a level of diploma higher than the men

Who are they?

The creative women of companies have a level of diploma higher than the men: 49 % of them are titular of a baccalaureat or of a diploma more raised, against 44 % of the men; 29 % have a diploma of Bac+2 level or more. However, the creative women of companies have an occupational qualification weaker than the men. If 22 % of the creators were frameworks or heads of another company before creating their company, only 11 % of the women were in this case. They, on the other hand, were definitely more often employed (38 % against 24 % of the men).

Which creations of companies?



Differences with the men?

In all the branches of industry, the women invest less money in their project. The means necessary to start prove weaker among the companies created by the women. A woman on three spent less than 3 800 euros for the purchase of machines, the expenses of equipment, the build-up of stocks during the creation of her company. The women less frequently adopt the legal shape of company than the men (34 % against 46 %), whatever the branch of industry. Moreover, the companies created by the women are of smaller size in term of employees, in particular in the services: 71 % of the companies which they created do not have any employee six months after their creation, against 67 % of the companies created by the men. 30 % of the women took again a company, against only 20 % of the men.

Disappearances of companies

The bankruptcies of companies vary much according to the economic situation but each month some of the companies ceases their activity for various reasons.

Suspensions of companies from 1989 to 1998									
In thousands		Field: industry, trade, construction and non-financial services							
1989	1990	1991	1992	1993	1994	1995	1996	1997	1998
264	284	286	294	279	251	254	258	251	230
INSEE SIRENE in Insee Première n°740, octobre 2000									

Raises failures of companies in 2003

The number, corrected seasonal variations, of failures of companies judged during July 2003 is in rise compared to June.

The number of failures judged during the last twelve months is in rise (+2,6%) compared to the same months of the previous year.

This rise relates to in particular the sectors of industry except IAA (+8,9%) and of construction (+7,0%).

In the whole of France, 39 009 judgements of failures of companies were pronounced from August 2002 at July 2003 whose 3237 in July 2003

Distribution of the establishments by area and sector

The distribution is very unequal. The areas having the strongest proportion of industrial plants are not populated. The French departments are less and less specialized because of the rise of the tertiary sector.

Number of establishments ICS to the 1° January 2002					Proportion
Sectors	Ile de France	Other areas of province	Metropolis	Total France	In %
Industry	57 489	236 875	294 344	304 369	10,6
Construction	56 214	274 738	330 952	346 141	12,0
Trade	165 476	579 248	744 724	775 702	27,0
Services	383 515	1 014 239	1 397 754	1 444 676	50,3
Total	662 674	2 105 100	2 767 774	2 870 888	100

Distribution of the establishments by area and by dimension

Half of the establishments are in 5 areas and half of largest is in 3 areas. The areas having the smallest proportion of great establishments are the insular areas.

Number of establishments ICS to the 1° January 2002					Proportion
Number of employees	Ile de France	Other areas of province	Métropolis	Total France	In %
None	351 698	987 795	1 339 493	1 405 090	48,9
from 1 to 9	54 911	176 942	231 853	236 325	8,2
from 10 to 499	165 476	579 248	744 724	775 702	27,0
500 and more	643	1 181	1 824	1 828	0,1
Total	662 674	2 105 100	2 767 774	2 870 888	100

Companies and foreign groups

A small number, but a significant weight. The phenomenon of multinationalisation does not touch only the largest companies. The share of the foreign companies increased. Nearly 10 000 French companies depend on a group whose head is located abroad.

On the 1° January 1999, the foreign companies carried out 34,5 % of Sales Turnover, 34 % of Added Value and 37,5 % of manufacturing industry and employed 30 % of paid of industry respectively counters 22,5%, 21%, 25% and 18 % 20 years before

The foreign groups: a subsidiary company on five

Nearly 20 % of the companies of the groups are attached to a foreign head of group. They employ 1,7 million paid and, with 30 % of the credits of the companies of the groups, carry out the quarter of the added value. Their weight constantly progressed, because of the dynamics of the European market and of new legal, French and Community provisions: thus, since January 1990, the repurchase of a company does not require any more a preliminary authorization.

The principal countries investors are: The United States, Netherlands - where are established much holdings -, Switzerland, United Kingdom and Germany (graphic).

The companies controlled by a foreign group are generally located either in Ile-de-France or in the frontier areas

Apart from the very atypical sector of the holdings, three sectors gather half of the subsidiary companies of these foreign groups, more than 40 % of their employment and half of their added value: the trade, the industry of the intermediate goods and that of the goods of equipment

The sales turnover of the companies of industry and construction according to the sector

The INSEE evaluates each year and each quarter the accounts of the companies and publishes various indicators and ratios of their activity and their results.

By combining various factors of production (work and capital) each company produced and sells certain goods and services. By multiplying the quantities produced and sold by their price, it is possible to measure and compare this activity.

Raw data index bases 100 in 1995 and variations in %			Méthode of investigation	
Branches of industry	October 2001	T/T-4	T/T-1	T/T-1CVS
Ensemble of industry	141,0	2,1	- 3,1	- 1,9
Industry except energy and IAA	146,0	2,0	- 3,2	- 2,3
Food industry	126,3	3,0	- 1,1	- 0,4
Industry of the consumer goods	144,2	4,0	4,1	- 1,6
Car industry	174,5	9,0	- 12,4	- 0,7
Capital-goods industry	158,1	2,2	- 1,7	- 1,0
Industry of the intermediate goods	130,7	- 1,9	- 4,0	- 4,1
Energy	131,3	1,8	- 4,6	- 1,3
Construction	135,9	0,4	- 1,0	- 4,9
INSEE conjuncture Informations rapides n° 5 janv 2002	T/t-4 = the last 3 months reported with the previous year		T/t-1 = the last 3 months brought back to the 3 months previous CVS = Corrected seasonal variations	

The activity of the companies according to the sector

To produce, the companies buy goods and services to other companies: it is the intermediate consumption (IC). The contribution of each company to the creation of richnesses is measured by making the difference between the value of the production and the value of IC; it is what is called the added value.

Statistics concerning the companies having ST > 100 K Euros in 2001					
Branches of industry	Number of companies	Sales turnover	Added Value	Effective	AV/ Paid
Units	in thousands	in millions of euros	in %	in thousands of paid	in thousands of euros
Food industry	49	142 894	19,6	599	47
Industry except IAA	161	795 107	35,2	4 196	56
Construction	181	979 647	24,0	1 184	38
Trade	357	997 879	12,6	2 863	44
Transports	40	134 050	35,1	1 023	46
Services to the companies	176	384 433	43,5	3 157	53
Services with the private individuals	150	92 579	40,8	1 002	39
Total	1065	2 729 324	24,3	13 494	ND
 complete Table : INSEE ALISSE			Source : SUSE		

The division of the value added of the companies

After the payment of the remunerations of labour paid, social security contributions and taxes on the production with the public administrations, it remains with the companies a share of the AV: the rate of margin (undertaken non-financial)

<i>In % of the Gross value added</i>	1997	1998	1999	2000	2001	2002	2003
All companies							
Compensation of employees	56,5	55,7	56,6	56,9	56,8	57,1	57,6
Taxes on the production	4,6	4,6	4,5	4,4	4,2	4,2	4,2
Rates of margin	39,9	40,7	40,0	39,9	38,9	39,8	39,3
non-financial Companies							
Compensation of employees	63,7	62,6	63,2	63,4	63,8	64,2	65,0
Taxes on the production	5,1	5,0	4,9	4,7	4,5	4,5	4,6
Rates of margin	32,2	33,4	32,9	32,7	32,6	32,3	31,5
individual Contractors							
Compensation of employees	19,0	18,8	19,1	18,1	17,7	17,5	17,3
Taxes on the production	2,0	2,3	2,4	2,4	2,3	2,2	2,2
Rates of margin	80,0	79,7	79,4	80,3	81,0	81,4	82,0
Source INSEE - Comptes nationaux (Informations rapides - 27 avril 2004)							

The results of the activity of the companies

The companies seek a profit whose result (benefit or loss) is a partial indicator.

Key figures of the sector of manufacturing industry and energy

In million euros for the whole of the companies of the sector	1996	1997	1998	1999	2000	variation in %
Net amount of the production	534 381	565 972	595 529	630 675	704 783	+ 32
Rough excédent of exploitation	51 069	53 984	57 693	60 842	65 381	+ 28
Turnover	22 322	25 752	28 011	31 350	35 804	+ 60
Capacity of self-financing	37 188	37 548	40 464	44 894	45 892	+ 23
in thousands of euros on average						
Valeur added by occupied personnel	63	65	68	70	72	+ 14
Capital intensive intensity	129	134	138	138	146	+ 13

Source : INSEE Alisse French Panorama of the sectors and profile of a sector

The companies and the economic situation

The companies must take account of the economic situation

In 2001, the activity slows down clearly, after three years of exceptional growth.

This deceleration coincides with that of the world's economy, which involves a retreat without precedent of French exports in the course of year [...] Vis-a-vis increasing uncertainty on the prospects of the economic situation for the principal economic zones, the companies readjust their anticipations of activity quickly. Thus, the inventory changes decrease as of the first quarter. In the same way, the investment of the companies is stabilized with an annual growth rate of 2,9 % in volume after 8,2 % in 2000.

Only the household consumption remains dynamic [...]

The companies benefit from the stability of the course of the raw materials.

However, employment increases more quickly than the activity and the labour productivity drops involving a retreat of the rate of margin. According to the social accounting in 2001, INSEE First April 2002

Trend of costs and prices in % (in semi-annual slips) in the companies

Periods	1° sem 2000	2° sem 2000	1° sem 2001	2° sem 2001	1° sem 2002
Cost of the intermediate consumptions	2,9	2,0	0,2	- 0,7	0,2
Unit wage cost	0,2	1,1	2,0	1,2	0,5
Wages per capita (+)	1,1	1,4	1,5	1,4	1,3
Productivity per capita (-)	0,0	0,1	- 0,6	0,1	0,6
Social security Contributions employers (+)	- 0,8	- 0,2	- 0,1	- 0,1	- 0,1
Total unit cost	1,9	1,6	0,7	0,0	0,3
Prices of production	1,7	1,5	0,5	- 0,3	0,5

INSEE Economic situation note mars 2002

The investment of the companies

The GFCF of the companies represented nearly 152 billion euros in 2000, of increase in 8,2 %. In 2001, the increase slowed down: + 2,9 %.

Rate of investment (GFCF / AV)

In % of AV	1995	1996	1997	1998	1999	2000	2001	2002
Non-financial Companies	18,2	18,2	17,4	18,0	18,9	20,1	20	19,0
Individual Contractors	10,3	9,1	9,2	9,4	9,7	9,9	8,9	8,6
Whole of companies SNF et EI	16,8	16,6	16,1	16,7	17,5	18,4	18,3	17,4



Source : INSEE National accounts

The investment of the companies in 2000, 2001 and 2002 of billion euros per quarter

Quarter	T2 2000	T3 2000	T4 2000	T1 2001	T2 2001	T3 2001	T4 2001	T1 2002	T2 2002	T3 2002	T4 2002
Total	37,6	38,4	39,3	39,4	39,5	39,5	39,5	40,8	40,6	40,3	40
Goods of equipment	15,8	16,4	16,7	16,5	16,5	16,4	16,3	17,3	17,2	17,1	17,0
Vehicles	5,2	5,4	5,5	5,5	5,7	5,8	5,7	6,2	6,1	5,9	6,0
Building or PW	7,8	7,9	8,1	8,2	8,1	8,2	8,2	8,2	8,2	8,0	7,9
Services	6,3	6,2	6,4	6,6	6,6	6,6	6,6	6,1	6,1	6,1	6,0



Source : INSEE Social accounting annual and quarterly

The research and development of the companies

Several thousands of companies devote a significant share of their budget (overall 4 % of ST) to organize a research for which work more than 170 000 researchers. But this effort is very unequally distributed according to sectors' and dimensions of the companies

The importance of the Research and development of the companies is very variable according to sectors'

Year 2001	Sales turnover		Affected effectif with the R&D	Domestic expenditure of R&D	Dépense external of R&D	Part the R&D/ST
	Unit	billion euros		million euros	million euros	in %
Food Industries		31	2 611	211	14	0,7
Car industry		93	25 188	2 591	832	3,7
Other manufacturing industries		237	98 429	11 197	2 563	5,8
Energy		88	3 958	520	223	1,0
Construction		32	941	88	8	0,3
Transport		19	262	24	15	0,2
Trade		26	3 017	347	25	1,4

Only into account the companies are taken having at least a researcher are equivalent full time

Source : ALISSE IN

The companies taking part in the foreign trade

Exports are concentrated:

110 000 companies (5%) take part in export,
300 exporters carry out half of the total of current exports.

In 2001, on a total of 170 400 companies operators of trade foreign of France, 61 500 i.e. 36% own less than 500 paid.

These SME strongly contribute to the French foreign trade (for 21% from the imported values and 31% of the exported values).

.	.	SME *	Large-scale industries	Tertiary sector	Total
Number of companies in thousands	Importations	38	1,2	72,1	111,3
	Exports	48,1	1,2	66,0	115,3
Contribution in %	Importations	20,9	35,3	43,8	100
	Exports	30,6	43,5	23,9	100
Mean value exchanged in million euros	Importations	1,7	88,7	1,8	2,7
	Exports	1,9	113,0	1,1	2,6
*SME = undertaken sectors of industry and those of fishing and agriculture of less than 500 paid					
Source: INSEE TEF 2002 / 2003					

Analyse of my history

Who am I?

I am currently student in Master MIM CIG 2° Year. This formation appeared this year has the role to replace the DESS Mechanics and Mechanical Engineering option Globalized Industrial Management. This DESS, which accomodated mainly students resulting from a Maîtrise degree in Mechanics and Mechanical Technology, is today restructured and takes the name of Master. Proceeding over 2 years at the end of a licence "Science and technology" mention Science for the engineer, this new formula aims at harmonizing the sections giving access to diploma with the European system. For my part, it is the obtaining of a Maîtrise degree in Mechanics and Mechanical Technology which enabled me to integrate this formation in the course of reform, in second year. This second year of Master mainly consists in forming with the techniques of management of the industrial branches of mechanics and of design. Introducing courses of industrial management, method of project, quality, financial analysis and English, this master axis mainly on stations as method engineer, quality engineer or project management. Moreover, one formation on renewable energies and on the optimization of the energy systems is intended to sensitize us with the state of the world energy system, the limits of its expansion and the pollution which it generates in order to better apprehend the reforms in progress and to make evolve the measures to be taken.

Which is my environment?

This formation is intended to form executives of good technicality able to conclude a globalized industrial project, i.e. while taking account of the economic constraints (analyzes strategic of competitiveness, analyzes of risks, management of the resources...) and ecological (problems of recycling...). It thus leads to posts of manager of project, method engineer or quality responsible. The versatility of this formation gives access all the dies of industry: their design, their installation and their evolution. Coming to supplement a formation mainly centered on mechanics and the automatism it however is indicated for the branches of engineering calling upon these fields.

Why and how, which choices?

Resulting from a Maîtrise degree in Mechanics and Mechanical Technology, the logical course led to this training in mechanics and mechanical engineering. On the former panel of formations, one could find the following sections:

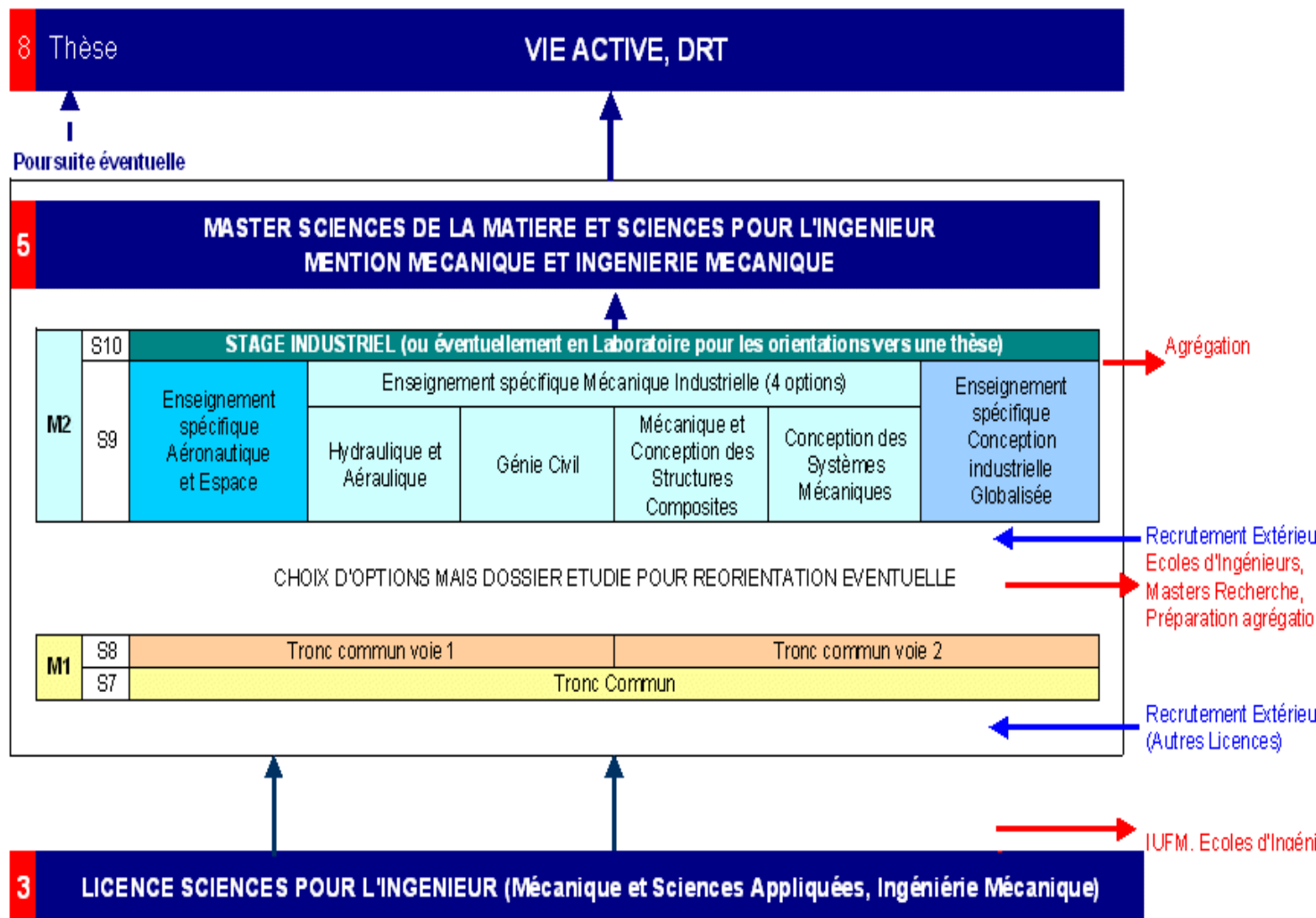
Bac + 3	Licence of Mechanics	Licence	2nd year IUP Option mechanical engineering	2nd year IUP Option aeronautics	2nd year IUP Option civil engineering	Licence of civil engineering
			Licence of mechanical engineering de l'IUP			
Bac + 4	Maîtrise of Mechanics	Maîtrise of Mechanical Technology	3rd year IUP Option mechanical engineering	3rd year IUP aeronautics	3rd year IUP Option civil engineering	Maîtrise of civil engineering
			Maîtrise of mechanical engineering de l'IUP			
Bac + 5	DEA of Mechanics	DESS Ingénierie Mécanique and Scientific computation DESS Globalized Industrial Management			DESS Air and Space	

The reform of the formations giving access to the diploma of DESS of engineering and scientific computation led to the creation of Master of Mechanics and Mechanical Engineering options:

- Aeronautical and Spaces
- Globalize Industrial Management
- Industrial Mechanics

It is held today according to this course:

SOUS RESERVE D'HABILITATION



Analyze of my course

Different school stages

Admitted at the College in 2nde TSA - Computer-integrated manufacturing, I continued this branch in the series E of the end of studies diploma, representing the series Mathematics and Technical. This section was made up of a scientific module common to the series C (Mathematical) and E A module of Technique came to supplement this one with automatism, draftsmanship and computer-integrated manufacturing. After having obtained my diploma of end of studies with honors, several solutions appeared: University Institutes or Schools of Engineers. Being received at the last time on waiting list at the National School of Engineer de Belfort, I thus chose this way although the opinions were divided. An average of 9.1 in first half of the year and 8.8 with the second for the scientific module of the first year has constrained me to redouble in spite of notes higher in the other modules giving me a general average of 10.2 to first half of the year and 10.6 than the second. The conditions of redoubling as well as the distance did not enable me to be invested fully in these studies, I gave thus up in the course of year and was reorientated towards one University Institutes Diploma. This diploma not presenting equivalence with the first year, I resigned. They is only 4 years later, after having made my military service and feeling my need to find a work which I like that I resumed the studies. I initially made a BTS MAI in alternation under the direction of the GRETA. This training in 2 years enabled me to contact industry, where I worked two years as technician. Then, consolidated by the results obtained during my years and with the support of my close relations, I decided to continue in this branch, mechanics and the automatism. I thus could obtain a Licence in Mechanics and Mechanical Technology at UNIMECA where after a Maîtrise degree in the same branch I am today in a Master Mechanics and Mechanical Engineering option Globalize Industrial Management.

Changes of orientation

It is a problem of place available which led me to launch me in the technical branch. Having indeed as of the class of "third" more affinities with sciences and mathematics that with the practical activities, I would have preferred a career in biology or mathematics. But the passage in the class of "second" made me place in 2nde TSA Computer-integrated manufacturing. In spite of my distress, I tried to work of my better and could integrate a class of "first" E still leaving a great part into the theoretical lesson. After the BAC, having good results but not making however party of the elite, I had planned to integrate the IUT of Aix in Mechanical Engineering and Computer-integrated manufacturing but a succession of desistance opened to me the doors of the ENI of Belfort. After having given up the studies 3 years later, I hoped to be able to reconvert, make another thing but the doors remained closed. Indeed, to pass a CAP of cook or baker one should not have diploma of higher level, therefore not of BAC. Making way, I was thus turned over on my initial and taken again activities studies in automatism and mechanics.

Choice of the training courses

It me, for the moment, was allowed to make three training courses and fourth is planned for the end of this year.

The first proceeded in a engineering and design department within the framework of the first year of the National School of Engineer of Belfort. It was about a 6 weeks training course giving place to a report and an oral report. I chose this engineering and design department because it was in my village, dependent on a Paper mill intended for the industry of the cigarette. I carried out there modifications of machines and working station as well as the reactualization of the plan of the hydraulic network.

The second training course proceeded within the framework of a training in alternation for one duration of two years. I occupied there the post of maintenance man. I had the occasion to manage the lines of production, to make modifications of machines, to install new lines of production, and to occupy me of the maintenance of the machine stock. This work comprised the mechanical and electric activities, the inventory control and the orders of the spare parts and from time to time of the blows of hand to the production. It was held three days per week, the two other days being devoted to the studies. I obtained it while canvassing from companies likely to accomodate trainees.

The third was a 4 months training course within the framework of the mechanical control of technology. I carried out there a technical documentation relating to a group of cooling for aircraft. I also could take part in the installation of a network Intranet intended to receive a production control software computer-assisted. That it is unrolled in a company specialized in the manufacture of systems of air-conditioning. This company was on a list of companies proposed by the formative organization.

The last, finally, must proceed at the end of this year for one duration from 4 to 6 months. It counts for half of the note in obtaining Master MIM CIG.

Assets, limiting, personal characteristic

The many training courses and diversity of the companies met enabled me to approach a certain number of knowledge and competences in fields as various as:

- The Engineering and design department
- The production
- Maintenance
- The inventory control

Moreover, the quality of the studies enabled me to approach fields as various as the mechanics and the dynamics of the structures, the automatism, mathematics, or the draftsmanship.

This last year, intended to approach the tools of management, makes it possible to better apprehend and coordinate knowledge acquired up to now.

Despite everything, I think that a serious experiment of the field is necessary to obtain the ideal job. Even if the stations in the accessible engineering and design departments remainders, a post of autonomous manager of project knowing its field perfectly and having freedom to direct the studies according to its affinities requires a long practice and a solid volume of knowledge.

Hierarchisation of knowledge and competences current

SECOND YEAR OF MASTER

COMMON UNITS OF TEACHING ALL SPECIALITIES

- ENGLISH

Certain parts can be specific to the selected options (vocabulary specific to aeronautics, for example, for Aeronautical speciality the "and Spaces"...)

- ENVIRONMENT ENGINEER (All specialities and options except speciality "Globalized Industrial Design ")

Project management
Communication software
Tools for the engineer...

- INDUSTRIAL TRAINING COURSE (4 to 6 months)

SPECIALITY GLOBALIZED INDUSTRIAL DESIGN

COMMON UNITS OF TEACHING: "English"

SPECIFIC UNITS OF TEACHING

- INDUSTRIAL MANAGEMENT OF PROJECTS

Introduction to management
Management: concept, techniques and methods
(System "human Resources", tool of management)
The Management integrated in the industrial systems (techniques of forecast, management of the resources of production, strategic management by quality)
The cycle of life

- METHODOLOGY OF MANAGEMENT OF PROJECTS

Recall of the concepts
Organization of the project
Planning
Followed and realization
Environment and contractual aspect
Role and competences of the projects officer

- TECHNOLOGICAL SURVEY

Internet and information

Right and Internet: right of the image, the productions, intellectual and industrial protection (Patents, strategy of implementation, monitoring of the patents...), constitution of a strategic file of information.

Scientific and technical information: structured information (standard basic, access...) and not structured (formal and abstract), mode of diffusion

Not structured information: search engines, filtering of information, formats of files, collection of information

Formatted, communication

- QUALITY ASSURANCE

The principal points approached are:

Certification

The concept quality with the glance of the standards ISO 9000

The quality assurance ISO 9001

The audit: The role of the listener. How to manage the relation audited listener well

- ECONOMIC ANALYSIS AND FINANCIAL

General ledger: assessment, chart of accounts, income statement, invoicing, AVT, depreciation, financial analyze.

Cost accounting:(variability of the loads, break-even point classification of the loads, cost accounting).

- TECHNOLOGIES INFORMATION AND the COMMUNICATION

Description of the information processing systems, hardware, software

Text processing

Spreadsheets

Internet and network (Historical, bases on the various protocols, configuration network, customer-server architecture

Edition of Web pages, downloadable files, formats pdf, graphs.....

- OPTIMIZATION OF the ENERGY SYSTEMS

The future graduates of this Master being likely to be confronted with problems involved in energy in industry, it is interesting to give them, by specialists, a talk on:

- Energies in general,
- Alternative sources of energy ("new"): the real situation of the wind power is thus approached in specific cases (isolated site for example). In the same spirit, thermal and photovoltaic solar energy is also approached.
- A great part of this course deals with the development of project

Identification of the motivations

Principal motive fluids of my energy

The solidarity of the staff, the control and the knowledge of work to be undertaken and measures it investment to be engaged are the principal resources of my energy. The motivation which results from this will depend on the good installation of these conditions and on the interest which will get to me the topic to treat. The type of knowledge to be exploited, the applicability, or the motivations of the staff are essential engines of this motivation.

Analyze few convincing successes and of some failures

At the time of the realization of my training courses, all the topics which were entrusted to me were treated successfully:

- Engineering and design department Paper mill of Malaucène:
 - Modification of the arms of winding of " aligneuse"
 - Creation of preparing for the units control of drilling machines laser
 - Design of an adjustable support for heightening engine
 - Design of a foot of support of an adjustable beam of handling
 - Design of a support swivelling for recorder
 - Up to date handing-over of plans of the water HP circuits
 - Design of system of alignment of the various frames of each punch station
 - Design of footbridge on cable shelf
- Formation in alternation BTS MAY?
 - Displacement, reactualization and reassembly of a bag-filling machine for product resulting from refractory industry.
- Undertaken in alternation BTS MAY?
 - Cutting to size of the lines before production?
 - Maintains and modification the machine stock?
 - Installation of a line of production of mustard?
 - Installation of an olive bag-filling machine?
 - Installation of a distributor of limps
- Stage of Mechanical Control of Technology?
 - Realization of a technical documentation for a group of cooling for aircraft?
 - Installation of a network Intranet in order to accomodate a software of CAM

These various activities gave access to me many applications present in industry, to apprehend the difficulty of it and to better locate my fields of competence and my affinities.

Analyze characteristics of my personality

These various experiments showed me my difficulty of working in team under certain conditions: tiredness, "tatonement" or misfiring. The experiment is the best means of curing these hitches. Moreover, at the time of situation of management or making of contact of personnel, timidity was a barrier to the optimal course of certain activities. Still, the experiment and the knowledge of interlocutor do quickly to disappear this gene. Fortunately, I could notice at the time of my last maintains that this feeling tended to grow blurred.

Installation of the professional project

Since I started to practise these various activities, that which for me seemed to be most beneficial was the design and all the activities related to the engineering and design department.

This is why, I will wish to direct myself towards a post of head of project. It is for me the result of these years of study and gathers all knowledge that I could acquire at the time of my schooling. It calls upon the techniques of management approached this year but also with scientific and technical competences acquired the previous years.

The technical post of director is also a station that attracts me for its versatility but solids knowledge concerning the production are necessary. While being based over one period to acquire experiment and to find a reliable and pleasant staff, it could be an evolution of the post of head of project but a perfect knowledge of the company is necessary. That would allow, in addition to the design and of the installation of the machines, to perfect their knowledge by also assuming some the production.

One period from 5 to 10 years is necessary to acquire experiment and to apprehend well its station and its environment of work. For of this period, experiment out of pocket, it is necessary to raise the question to know if one is well integrated into the group with which one works, if the satisfaction which one draws from his work is sufficient and if a reorientation is necessary.

For my part, at the end of this period, and if industrial circle is not appropriate to me, I will turn to teaching. The orientations of this year did not enable me to pass Capet or an equivalent but I however think of arriving there a day if the desire or the need arises some.

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PROJECT MANAGEMENT

STUDIES

2004 – 2005	Master 2° year , Mechanics and Mechanical Engineering, option <i>Global Industrial Management</i> , Unimeca, Technopôle de Château Gombert, (Marseille)
2003 – 2004	Maîtrise graduate in Mechanical Engineering, Unimeca, Technopôle de Château Gombert, (Marseille)
2002 – 2003	Licence (B-S) in Mechanical Engineering, Unimeca, Technopôle de Château Gombert, (Marseille)
2000 – 2002	High-Level Technician's Diploma in Mechanics and Industrial Mechanics, continuing education, Greta, (Carpentras)
1995 – 1996	Student in the Academic Technology Institute of Grenoble in Mechanical Engineering and computer-integrated manufacturing
1993 – 1995	Student in the National Engineer's School of Belfort in Mechanical Engineering and computer-integrated manufacturing
1993	Baccalaureat E (end of secondary school exam), with honors

TRAINING

04/2004 – 08/2004	Supervisor , Industrie et Techniques (Marseille) Realization of technical documentation, intranet assembly, management of commands
11/2000 – 08/2002	Maintenance man , SCAMPI (Sarrians, 84) Maintenance of the machine stock, adjustment, modification and installation of new production machine
06/1994 – 07/1994	Training Technician , Papeterie de Malaucène (Malaucène, 84) Industrial Designer, machines modification's plans execution, working station, handling system, hydraulic network

PROFESSIONAL EXPERIENCE

06/1998 & 06/1999	Seasonal Farm Labourer
02/1998 – 04/1998	Cook , military service
06/1996 – 07/1996	Pizzaiolo , « Les Trois Rivières » Restaurant
07/1995	Construction worker « Bernard et Illy »'s company
07/1993	Workman Electrician , Papeteries de Malaucène Modification and maintenance : electric network, electric engines, transformers, inverters and wiring machine

COMPLEMENTARY INFORMATION

Leisure	Mountain Bike, Do it yourself, Drawing, Sculpture, Comics.
Situation	29 years old,(born on December the 2 nd 1975, in Avignon,) Single, Released from military obligations.
Mobility	Driving Licence.

Letter of candidature

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to

Service of human resources
INPI
26 (a), street of Saint-Petersbourg 75008
PARIS

Mister Director of Human Resources,

Being currently in Master MIM option CIG, it is required to me to make a training course in a company from a duration from 4 to 6 months beginning in February 2005.

This Master is the new name, since this year, for the DESS CIG diploma. The heading becomes now: Master Science of the matter and Science for the engineer, ranking "Mechanics and Mechanical Engineering", option "Globalize Industrial Design"

This diploma aims to form executives with good technicality able to conclude a globalized industrial project, i.e. while taking account of the economic constraints (strategic competitiveness analyzes, analyzes risks, management of the resources...) and ecological (problems of recycling...)

This training course, centered here mainly on the project management, is the first making of contact with the functions occupied at the end of the diploma. The management of industrial projects, the quality assurance or the economic and financial analysis form integral part of these competences.

I thus allow myself to call upon your services in order to know if you would have a project into practice putting competences approached.

This training course gives place to a convention between your company and the university to which I am attached. The precise subject, or at least the topic or the contents of required work, must obligatorily make authority near the person in charge for the formation before signature of convention.

I am at your disposal for further information and asks you to approve, Mister the Director of Human Resources, my sincere greetings.



G. VAUX