



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

**INSTITUT SUPERIEUR DES ETUDES TECHNOLOGIQUES DE KAIROUAN**

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

**LES UE OBLIGATOIRES : Semestre 1 du Niveau 2 : Groupe d'enseignement TV 21**

| Session Principale<br>2020 - 2021 |               | Approche des marchés         |           |       |         |                 |      |       |           |         |           | Gestion des flux                |       |           |                                    |           |                |       |           |         |                    | Outils de décision |       |         |                   |            |       |          |                |         |                          | Communication et développement personnel III |      |      |                                                |       |       |       |                  |      |      |      |         |           |   |
|-----------------------------------|---------------|------------------------------|-----------|-------|---------|-----------------|------|-------|-----------|---------|-----------|---------------------------------|-------|-----------|------------------------------------|-----------|----------------|-------|-----------|---------|--------------------|--------------------|-------|---------|-------------------|------------|-------|----------|----------------|---------|--------------------------|----------------------------------------------|------|------|------------------------------------------------|-------|-------|-------|------------------|------|------|------|---------|-----------|---|
|                                   |               | Comportement du consommateur |           |       |         | Etude de marché |      |       |           | Cre d:7 | Coe f:3.5 | Gestion des stocks et des Appro |       |           | Comptabilité Analytique de gestion |           |                |       | Cre d:6   | Coe f:3 | Gestion financière |                    |       |         | Marketing digital |            |       |          | Cre d:6        | Coe f:3 | Culture entrepreneuriale |                                              |      |      | Connaissance de soi et préparation aux métiers |       |       |       | Business English |      |      |      | Cre d:5 | Coe f:2.5 |   |
|                                   |               |                              |           |       |         |                 |      |       |           |         |           |                                 |       |           |                                    |           |                |       |           |         |                    |                    |       |         |                   |            |       |          |                |         |                          |                                              |      |      |                                                |       |       |       |                  |      |      |      |         |           |   |
|                                   |               | Cr: 3                        | Coef: 1.5 | Cr: 4 | Coef: 2 | M               | C    | Cr: 3 | Coef: 1.5 | Cr: 3   | Coef: 1.5 | Résultat Unité                  | Cr: 3 | Coef: 1.5 | Cr: 3                              | Coef: 1.5 | Résultat Unité | Cr: 3 | Coef: 1.5 | Cr: 3   | Coef: 1.5          | Résultat Unité     | Cr: 2 | Coef: 1 | Cr: 2             | Coef: 1    | Cr: 1 | Coef: .5 | Résultat Unité |         |                          |                                              |      |      |                                                |       |       |       |                  |      |      |      |         |           |   |
| Code                              | Nom et Prénom | DS 1                         | DC1       | M     | C       | DS 1            | DC1  | M     | C         | M       | C         | TP 1                            | M     | C         | DS 1                               | DC1       | M              | C     | M         | C       | TP 1               | TP 2               | M     | C       | DS 1              | EXERCICE 1 | M     | C        | M              | C       | DS 1                     | DC1                                          | M    | C    | TP 1                                           | TP 2  | M     | C     | DS 1             | DC1  | M    | C    | M       | C         |   |
|                                   | 033           | REZGUI OMAR                  | 8.5       | 9.5   | 8.9     | 0               | 7    | 7     | 7         | 0       | 7.81      | 0                               | 13.5  | 13.5      | 3                                  | 7.75      | 13.25          | 9.95  | 0         | 11.72   | 6                  | 6                  | 7.25  | 6.62    | 0                 | 12         | 17    | 13       | 3              | 9.81    | 3                        | 13                                           | 13   | 13   | 2                                              | 11    | 13    | 12    | 2                | 14.5 | 13   | 13.9 | 1       | 12.78     | 5 |
|                                   | 771           | NEFZI AMENI                  | 11.75     | 12.75 | 12.15   | 3               | 11   | 12    | 11.4      | 4       | 11.72     | 7                               | 8     | 8         | 0                                  | 12.75     | 8.25           | 10.95 | 3         | 9.48    | 3                  | 19.75              | 11.25 | 15.5    | 3                 | 12         | 18    | 13.2     | 3              | 14.35   | 6                        | 13                                           | 13   | 13   | 2                                              | 15.75 | 15    | 15.38 | 2                | 13   | 12   | 12.6 | 1       | 13.87     | 5 |
|                                   | 149           | AHLEM CHARGUI                | 9         | 10    | 9.4     | 0               | 10.5 | 15.5  | 12.5      | 4       | 11.17     | 7                               | 10.5  | 10.5      | 3                                  | 14        | 8.75           | 11.9  | 3         | 11.2    | 6                  | 6.5                | 6     | 6.25    | 0                 | 8          | 20    | 10.4     | 3              | 8.33    | 3                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 13.5  | 14    | 13.75 | 2                | 12.5 | 0    | 7.5  | 0       | 12.8      | 5 |
|                                   | 741           | ABIR MBAREK                  | 12.75     | 13.75 | 13.15   | 3               | 13.5 | 11.5  | 12.7      | 4       | 12.89     | 7                               | 12.5  | 12.5      | 3                                  | 8.75      | 18             | 12.45 | 3         | 12.48   | 6                  | 17.25              | 10.25 | 13.75   | 3                 | 14.5       | 18    | 15.2     | 3              | 14.48   | 6                        | 14                                           | 14   | 14   | 2                                              | 17    | 16    | 16.5  | 2                | 12   | 13   | 12.4 | 1       | 14.68     | 5 |
|                                   | 073           | ADEM ABBESSI                 | 11.25     | 12.25 | 11.65   | 3               | 12   | 0     | 7.2       | 0       | 9.11      | 3                               | 12    | 12        | 3                                  | 7.25      | 11.75          | 9.05  | 0         | 10.52   | 6                  | 0                  | 10.5  | 5.25    | 0                 | 13         | 18    | 14       | 3              | 9.62    | 3                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 10    | 10    | 10    | 2                | 12   | 10   | 11.2 | 1       | 12.04     | 5 |
|                                   | 999           | BAHRI AWATEF                 | 11        | 12    | 11.4    | 3               | 15   | 17    | 15.8      | 4       | 13.91     | 7                               | 9     | 9         | 0                                  | 9.75      | 5.75           | 8.15  | 0         | 8.58    | 0                  | 14.5               | 14.75 | 14.62   | 3                 | 10.5       | 17    | 11.8     | 3              | 13.21   | 6                        | 14                                           | 14   | 14   | 2                                              | 14.5  | 17    | 15.75 | 2                | 13   | 14   | 13.4 | 1       | 14.58     | 5 |
|                                   | 635           | ASMA HAMMAMI                 | 10.75     | 11.75 | 11.15   | 3               | 15   | 10.5  | 13.2      | 4       | 12.32     | 7                               | 13    | 13        | 3                                  | 14        | 13.5           | 13.8  | 3         | 13.4    | 6                  | 19.25              | 12.25 | 15.75   | 3                 | 12.5       | 18    | 13.6     | 3              | 14.67   | 6                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 13    | 17    | 15    | 2                | 13   | 13   | 13   | 1       | 14.4      | 5 |
|                                   | 360           | DHAOUDI RANIYA               | 8.25      | 9.25  | 8.65    | 0               | 13.5 | 11.5  | 12.7      | 4       | 10.96     | 7                               | 12.5  | 12.5      | 3                                  | 5.25      | 8.5            | 6.55  | 0         | 9.52    | 3                  | 13.5               | 7     | 10.25   | 3                 | 16         | 20    | 16.8     | 3              | 13.52   | 6                        | 14                                           | 14   | 14   | 2                                              | 10.75 | 11    | 10.88 | 2                | 11   | 14   | 12.2 | 1       | 12.39     | 5 |
|                                   | 506           | BEHER ADDED                  | 4         | 5     | 4.4     | 0               | 3    | 0     | 1.8       | 0       | 2.91      | 0                               | 11.5  | 11.5      | 3                                  | 7.75      | 10.75          | 8.95  | 0         | 10.22   | 6                  | 2.25               | 8     | 5.12    | 0                 | 11         | 16    | 12       | 3              | 8.56    | 3                        | 13.5                                         | 13.5 | 13.5 | 2                                              | 6     | 14    | 10    | 2                | 12   | 0    | 7.2  | 0       | 10.84     | 5 |
|                                   | 053           | MANAR ABDELLI                | 10.75     | 11.75 | 11.15   | 3               | 9.5  | 15    | 11.7      | 4       | 11.46     | 7                               | 9     | 9         | 0                                  | 8.5       | 11.5           | 9.7   | 0         | 9.35    | 0                  | 11                 | 7.75  | 9.38    | 0                 | 11         | 17    | 12.2     | 3              | 10.79   | 6                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 12    | 14    | 13    | 2                | 13   | 12   | 12.6 | 1       | 13.52     | 5 |
|                                   | 108           | ALOUINI MOHAMED ALLA         | 6.25      | 7.25  | 6.65    | 0               | 7.5  | 14.5  | 10.3      | 4       | 8.74      | 4                               | 10    | 10        | 3                                  | 7.25      | 14             | 9.95  | 0         | 9.98    | 3                  | 15.75              | 7.75  | 11.75   | 3                 | 17         | 18    | 17.2     | 3              | 14.48   | 6                        | 13                                           | 13   | 13   | 2                                              | 13.25 | 15    | 14.12 | 2                | 11.5 | 13   | 12.1 | 1       | 13.27     | 5 |
|                                   | 962           | REFKA AJILI                  | 7.5       | 8.5   | 7.9     | 0               | 14   | 11.5  | 13        | 4       | 10.81     | 7                               | 7     | 7         | 0                                  | 7         | 9.75           | 8.1   | 0         | 7.55    | 0                  | 17.75              | 5.5   | 11.62   | 3                 | 14         | 18    | 14.8     | 3              | 13.21   | 6                        | 14                                           | 14   | 14   | 2                                              | 9.5   | 17    | 13.25 | 2                | 12.5 | 14   | 13.1 | 1       | 13.52     | 5 |
|                                   | 055           | SAIFEDDINE ROMDHANI          | 3         | 4     | 3.4     | 0               | 6.5  | 0     | 3.9       | 0       | 3.69      | 0                               | 11    | 11        | 3                                  | 8.75      | 12             | 10.05 | 3         | 10.52   | 6                  | 13.5               | 8.25  | 10.88   | 3                 | 8          | 17    | 9.8      | 0              | 10.34   | 6                        | 13                                           | 13   | 13   | 2                                              | 12.75 | 14    | 13.38 | 2                | 11.5 | 15   | 12.9 | 1       | 13.13     | 5 |
|                                   | 639           | SELMi ADEL                   | 4         | 5     | 4.4     | 0               | 11   | 0     | 6.6       | 0       | 5.66      | 0                               | 8     | 8         | 0                                  | 10        | 8.5            | 9.4   | 0         | 8.7     | 0                  | 14                 | 8.75  | 11.38   | 3                 | 10         | 20    | 12       | 3              | 11.69   | 6                        | 13.5                                         | 13.5 | 13.5 | 2                                              | 10    | 15    | 12.5  | 2                | 11   | 17   | 13.4 | 1       | 13.08     | 5 |
|                                   | 344           | SIRINE MALLAT                | 7.5       | 8.5   | 7.9     | 0               | 14.5 | 14    | 14.3      | 4       | 11.56     | 7                               | 14    | 14        | 3                                  | 12.5      | 10.25          | 11.6  | 3         | 12.8    | 6                  | 7.75               | 5.25  | 6.5     | 0                 | 11         | 18    | 12.4     | 3              | 9.45    | 3                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 17    | 15    | 16    | 2                | 12.5 | 18   | 14.7 | 1       | 15.14     | 5 |
| 468                               | ISLAM FARJANI | 13.5                         | 14.5      | 13.9  | 3       | 12.5            | 14   | 13.1  | 4         | 13.44   | 7         | 10.5                            | 10.5  | 3         | 8.5                                | 5         | 7.1            | 0     | 8.8       | 3       | 16.75              | 11                 | 13.88 | 3       | 19                | 20         | 19.2  | 3        | 16.54          | 6       | 13.5                     | 13.5                                         | 13.5 | 2    | 16.25                                          | 15    | 15.62 | 2     | 13               | 14   | 13.4 | 1    | 14.33   | 5         |   |

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

| LES UE OBLIGATOIRES : Semestre 1 du Niveau 2 : Groupe d'enseignement TV 21 |               |                              |       |       |       |                 |      |      |      |         |           |                                 |      |      |                                    |       |       |       |         |         |                    |                    |       |       |                   |            |    |      |         |         |                          |                                              |      |      |                                                |       |    |       |                  |      |    |      |         |           |                |
|----------------------------------------------------------------------------|---------------|------------------------------|-------|-------|-------|-----------------|------|------|------|---------|-----------|---------------------------------|------|------|------------------------------------|-------|-------|-------|---------|---------|--------------------|--------------------|-------|-------|-------------------|------------|----|------|---------|---------|--------------------------|----------------------------------------------|------|------|------------------------------------------------|-------|----|-------|------------------|------|----|------|---------|-----------|----------------|
| Session Principale<br>2020 - 2021                                          |               | Approche des marchés         |       |       |       |                 |      |      |      |         |           | Gestion des flux                |      |      |                                    |       |       |       |         |         |                    | Outils de décision |       |       |                   |            |    |      |         |         |                          | Communication et développement personnel III |      |      |                                                |       |    |       |                  |      |    |      |         |           |                |
|                                                                            |               | Comportement du consommateur |       |       |       | Etude de marché |      |      |      | Cre d:7 | Coe f:3.5 | Gestion des stocks et des Appro |      |      | Comptabilité Analytique de gestion |       |       |       | Cre d:6 | Coe f:3 | Gestion financière |                    |       |       | Marketing digital |            |    |      | Cre d:6 | Coe f:3 | Culture entrepreneuriale |                                              |      |      | Connaissance de soi et préparation aux métiers |       |    |       | Business English |      |    |      | Cre d:5 | Coe f:2.5 |                |
|                                                                            |               |                              |       |       |       |                 |      |      |      |         |           |                                 |      |      |                                    |       |       |       |         |         |                    |                    |       |       |                   |            |    |      |         |         |                          |                                              |      |      |                                                |       |    |       |                  |      |    |      |         |           | Résultat Unité |
|                                                                            |               | DS 1                         | DC1   | M     | C     | DS 1            | DC1  | M    | C    | M       |           | C                               | TP 1 | M    | C                                  | DS 1  | DC1   | M     | C       |         | M                  | C                  | TP 1  | TP 2  | M                 | C          | M  | C    | DS 1    |         | DC1                      | M                                            | C    | TP 1 | TP 2                                           | M     | C  | DS 1  | DC1              | M    | C  | M    | C       |           |                |
| Code                                                                       | Nom et Prénom | DS 1                         | DC1   | M     | C     | DS 1            | DC1  | M    | C    | M       | C         | TP 1                            | M    | C    | DS 1                               | DC1   | M     | C     | M       | C       | TP 1               | TP 2               | M     | C     | DS 1              | EXERCICE 1 | M  | C    | M       | C       | DS 1                     | DC1                                          | M    | C    | TP 1                                           | TP 2  | M  | C     | DS 1             | DC1  | M  | C    | M       | C         |                |
|                                                                            | 934           | MOHAMED ELHADI               | 2.5   | 3.5   | 2.9   | 0               | 4.5  | 0    | 2.7  | 0       | 2.79      | 0                               | 3    | 3    | 0                                  | 9.75  | 8     | 9.05  | 0       | 6.03    | 0                  | 13.5               | 6.5   | 10    | 3                 | 7.5        | 16 | 9.2  | 0       | 9.6     | 3                        | 13                                           | 13   | 13   | 2                                              | 5.75  | 15 | 10.38 | 2                | 12   | 13 | 12.4 | 1       | 11.83     | 5              |
|                                                                            | 075           | ZEINEB KRIBI                 | 8.25  | 9.25  | 8.65  | 0               | 3.5  | 12.5 | 7.1  | 0       | 7.76      | 0                               | 16.5 | 16.5 | 3                                  | 10.75 | 11.25 | 10.95 | 3       | 13.72   | 6                  | 19.75              | 8     | 13.88 | 3                 | 15         | 18 | 15.6 | 3       | 14.74   | 6                        | 13                                           | 13   | 13   | 2                                              | 9.75  | 17 | 13.38 | 2                | 13   | 10 | 11.8 | 1       | 12.91     | 5              |
|                                                                            | 357           | CHABAANE NOURHEN             | 9     | 10    | 9.4   | 0               | 12   | 14   | 12.8 | 4       | 11.34     | 7                               | 7    | 7    | 0                                  | 6.75  | 6.25  | 6.55  | 0       | 6.77    | 0                  | 16.25              | 8.25  | 12.25 | 3                 | 13         | 20 | 14.4 | 3       | 13.33   | 6                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 17    | 16 | 16.5  | 2                | 13   | 15 | 13.8 | 1       | 15.16     | 5              |
|                                                                            | 790           | SELMA MESSAOUD               | 5     | 6     | 5.4   | 0               | 7    | 11   | 8.6  | 0       | 7.23      | 0                               | 12   | 12   | 3                                  | 12.75 | 12.75 | 12.75 | 3       | 12.38   | 6                  | 15.75              | 10.5  | 13.12 | 3                 | 14         | 20 | 15.2 | 3       | 14.16   | 6                        | 13                                           | 13   | 13   | 2                                              | 10.75 | 15 | 12.88 | 2                | 12.5 | 12 | 12.3 | 1       | 12.81     | 5              |
|                                                                            | 033           | AYEB NAOURESS                | 5.25  | 6.25  | 5.65  | 0               | 14   | 14   | 14   | 4       | 10.42     | 7                               | 13.5 | 13.5 | 3                                  | 13    | 12.75 | 12.9  | 3       | 13.2    | 6                  | 17.25              | 10.75 | 14    | 3                 | 14         | 15 | 14.2 | 3       | 14.1    | 6                        | 12.5                                         | 12.5 | 12.5 | 2                                              | 13.5  | 15 | 14.25 | 2                | 12   | 14 | 12.8 | 1       | 13.26     | 5              |
|                                                                            | 986           | CHAHRA CHARGUI               | 6.25  | 7.25  | 6.65  | 0               | 10   | 12.5 | 11   | 4       | 9.14      | 4                               | 11   | 11   | 3                                  | 14    | 19.75 | 16.3  | 3       | 13.65   | 6                  | 16.25              | 9.5   | 12.88 | 3                 | 7          | 20 | 9.6  | 0       | 11.24   | 6                        | 14                                           | 14   | 14   | 2                                              | 13.25 | 16 | 14.62 | 2                | 12   | 18 | 14.4 | 1       | 14.33     | 5              |
|                                                                            | 835           | YOSRA SALAH                  | 11.75 | 12.75 | 12.15 | 3               | 14.5 | 15.5 | 14.9 | 4       | 13.72     | 7                               | 17   | 17   | 3                                  | 9.25  | 9.25  | 9.25  | 0       | 13.12   | 6                  | 17.25              | 11.5  | 14.38 | 3                 | 17         | 20 | 17.6 | 3       | 15.99   | 6                        | 14.5                                         | 14.5 | 14.5 | 2                                              | 17    | 16 | 16.5  | 2                | 13   | 15 | 13.8 | 1       | 15.16     | 5              |



**République Tunisienne**  
**Ministère de l'Enseignement Supérieur et de la Recherche Scientifique**  
**Direction Générale des études Technologiques**  
**INSTITUT SUPERIEUR DES ETUDES TECHNOLOGIQUES DE KAIROUAN**  
**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 TVopt 21 |                      |                       |           |   |                             |           |   |                |   |
|-------------------------------------------------------------------------------|----------------------|-----------------------|-----------|---|-----------------------------|-----------|---|----------------|---|
| Session Principale<br>2020 - 2021                                             |                      | opt 2020              |           |   |                             |           |   |                |   |
|                                                                               |                      | Marketing de services |           |   | Atelier logiciel commercial |           |   | Résultat Unité |   |
| Code                                                                          | Nom et Prénom        | Cr: 3                 | Coef: 1.5 |   | Cr: 3                       | Coef: 1.5 |   |                |   |
|                                                                               |                      | TP 1                  | M         | C | TP 1                        | M         | C | M              | C |
| 033                                                                           | REZGUI OMAR          | 14                    | 14        | 3 | 14                          | 14        | 3 | 14             | 6 |
| 771                                                                           | NEFZI AMENI          | 13                    | 13        | 3 | 15                          | 15        | 3 | 14             | 6 |
| 149                                                                           | AHLEM CHARGUI        | 11                    | 11        | 3 | 0                           | 0         | 0 | 5.5            | 3 |
| 741                                                                           | ABIR MBAREK          | 16                    | 16        | 3 | 14                          | 14        | 3 | 15             | 6 |
| 073                                                                           | ADEM ABBESSI         | 8                     | 8         | 0 | 12                          | 12        | 3 | 10             | 6 |
| 999                                                                           | BAHRI AWATEF         | 16                    | 16        | 3 | 16                          | 16        | 3 | 16             | 6 |
| 635                                                                           | ASMA HAMMAMI         | 17                    | 17        | 3 | 14                          | 14        | 3 | 15.5           | 6 |
| 860                                                                           | DHAOUDI RANIYA       | 14                    | 14        | 3 | 16                          | 16        | 3 | 15             | 6 |
| 606                                                                           | BEHER ADDED          | 16                    | 16        | 3 | 0                           | 0         | 0 | 8              | 3 |
| 053                                                                           | MANAR ABDELLI        | 16                    | 16        | 3 | 14                          | 14        | 3 | 15             | 6 |
| 108                                                                           | ALOUINI MOHAMED ALLA | 15                    | 15        | 3 | 16                          | 16        | 3 | 15.5           | 6 |
| 962                                                                           | REFKA AJILI          | 12                    | 12        | 3 | 16                          | 16        | 3 | 14             | 6 |
| 055                                                                           | SAIFEDDINE ROMDHANI  | 16                    | 16        | 3 | 15                          | 15        | 3 | 15.5           | 6 |
| 639                                                                           | SELMi ADEL           | 13                    | 13        | 3 | 18                          | 18        | 3 | 15.5           | 6 |
| 844                                                                           | SIRINE MALLAT        | 17                    | 17        | 3 | 16                          | 16        | 3 | 16.5           | 6 |
| 468                                                                           | ISLAM FARJANI        | 18                    | 18        | 3 | 16                          | 16        | 3 | 17             | 6 |
| 934                                                                           | MOHAMED ELHADI       | 14                    | 14        | 3 | 16                          | 16        | 3 | 15             | 6 |
| 075                                                                           | ZEINEB KRIBI         | 14                    | 14        | 3 | 12                          | 12        | 3 | 13             | 6 |
| 857                                                                           | CHABAANE NOURHEN     | 19                    | 19        | 3 | 15                          | 15        | 3 | 17             | 6 |
| 790                                                                           | SELMA MESSAOUD       | 14                    | 14        | 3 | 14                          | 14        | 3 | 14             | 6 |

**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 TVopt 21 |                   |                       |    |           |                             |    |           |                |   |
|-------------------------------------------------------------------------------|-------------------|-----------------------|----|-----------|-----------------------------|----|-----------|----------------|---|
| Session Principale<br>2020 - 2021                                             |                   | opt 2020              |    |           |                             |    |           |                |   |
|                                                                               |                   | Marketing de services |    |           | Atelier logiciel commercial |    |           | 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         |                |   |
| 033                                                                           | AYEB<br>NAOURESS  | 18                    | 18 | 3         | 16                          | 16 | 3         | 17             | 6 |
| 986                                                                           | CHAHRA<br>CHARGUI | 16                    | 16 | 3         | 18                          | 18 | 3         | 17             | 6 |
| 835                                                                           | YOSRA SALAH       | 18                    | 18 | 3         | 17                          | 17 | 3         | 17.5           | 6 |



**République Tunisienne**  
**Ministère de l'Enseignement Supérieur et de la Recherche Scientifique**  
**Direction Générale des études Technologiques**  
**INSTITUT SUPERIEUR DES ETUDES TECHNOLOGIQUES DE KAIROUAN**

**Résultats de la session principale du niveau 2 pour l'année universitaire 2020 - 2021**

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

| Groupe d'enseignement : TV 21 |                      |                    |                   |
|-------------------------------|----------------------|--------------------|-------------------|
| Code etudiant                 | Nom et prénom        | Moyenne semestre 1 | Crédit semestre 1 |
| 033                           | REZGUI OMAR          | 11.06              | 20                |
| 771                           | NEFZI AMENI          | 12.61              | 27                |
| 149                           | AHLEM CHARGUI        | 9.75               | 24                |
| 741                           | ABIR MBAREK          | 13.85              | 30                |
| 073                           | ADEM ABBESSI         | 10.16              | 23                |
| 999                           | BAHRI AWATEF         | 13.23              | 24                |
| 635                           | ASMA HAMMAMI         | 13.99              | 30                |
| 360                           | DHAOUDI RANIYA       | 12.23              | 27                |
| 506                           | BEHER ADDED          | 7.84               | 17                |
| 053                           | MANAR ABDELLI        | 11.96              | 24                |
| 108                           | ALOUINI MOHAMED ALLA | 12.24              | 24                |
| 962                           | REFKA AJILI          | 11.73              | 24                |
| 055                           | SAIFEDDINE ROMDHANI  | 10.32              | 23                |
| 639                           | SELMi ADEL           | 10.68              | 17                |
| 344                           | SIRINE MALLAT        | 12.97              | 27                |
| 468                           | ISLAM FARJANI        | 13.99              | 27                |
| 934                           | MOHAMED ELHADI       | 8.75               | 14                |
| 075                           | ZEINEB KRIBI         | 12.25              | 23                |
| 357                           | CHABAANE NOURHEN     | 12.59              | 24                |
| 790                           | SELMA MESSAOUD       | 11.93              | 23                |
| 033                           | AYEB NAOURESS        | 13.5               | 30                |

## Résultats de la session principale du niveau 2 pour l'année universitaire 2020 - 2021

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

| Groupe d'enseignement : TV 21 |                |                    |                   |
|-------------------------------|----------------|--------------------|-------------------|
| Code etudiant                 | Nom et prénom  | Moyenne semestre 1 | Crédit semestre 1 |
| 86                            | CHAHRA CHARGUI | 12.9               | 27                |
| 35                            | YOSRA SALAH    | 15.05              | 30                |