

**ANNEX**  
**FOR THE GENERAL COOPERATION AGREEMENT**  
**between the University of Cagliari (UNICA) and**  
**Bielefeld University of Applied Sciences (BUAS)**

**agreed by**  
**the Vice-Rector for International Affairs of the UNICA (Italy)**  
**and**  
**the President of the BUAS (Germany)**

for the establishment of an integrated German-Italian study programme of a total of 4 semesters with the objective of a double degree:

- the German degree **Master International Business Management (IBM)** as well as
- the Italian degree *Economia manageriale (Management)*, curriculum **International Management (IM)**.

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## Article 1: Study progress

The Faculty of Economics, Law and Political Sciences of UNICA and the Faculty of Business of BUAS establish a joint German-Italian study programme within the Master programmes International Management (IM) of UNICA and International Business Management (IBM) of BUAS.

After having completed the prescribed four semesters (120 ECTS), the German and the Italian students receive the degree of both universities, i.e. the Master Economia manageriale (Management), curriculum on **International Management (IM)** as well as the Master International Business Management (IBM).

The study programme and the study places are summarised in the following table (a detailed study programme can be found in the annex):

### German-Italian integrated study programme

#### **Faculty of Economics, Law and Political Sciences – UNICA / Faculty of Business – BUAS**

	<b>UNICA</b>	<b>BUAS</b>
1. Semester	Students of UNICA in Cagliari	Students of BUAS in Bielefeld*
2. Semester	Students of UNICA in Cagliari*	Students of BUAS in Cagliari**
3. Semester	Students of UNICA in Bielefeld**	Students of BUAS in Bielefeld
4. Semester	Students of UNICA in Cagliari	Students of BUAS in Bielefeld

\* Attending a national language course in the respective national language (Italian/German) before or during the stay abroad is recommended but not compulsory.

A maximum of three students of BUAS study in the second semester within the Master study programme Economia manageriale (Management), curriculum on **International Management (IM)**, at the Faculty of Economics, Law and Political Sciences of UNICA. A maximum of three students of UNICA study in the third semester within the Master study programme International Business Management (IBM) at BUAS. Both parties will evaluate the chance of gradually raising the number of participants in future years, depending on the first results of the joint study programme.

## Article 2: Lecturers

Students of BUAS who are studying in Cagliari attend English taught courses of the Master programme Economia manageriale (Management), curriculum on **International Management (IM)** in a specific group together with their Italian fellow students of the German-Italian study programme. The team of lecturers

consists of those persons who are teaching these courses at the Faculty of Economics, Law and Political Sciences on a regular basis.

Students of UNICA who are studying in Bielefeld attend English taught courses of the Master programme International Business Management (IBM) in a specific group together with their German fellow students of the German-Italian study programme. The team of lecturers consists of those persons who are teaching these courses at the Faculty of Business on a regular basis.

For a more intensive stay in the host country, it is recommended but not compulsory to take courses in the local language before or during the study abroad.

### **Article 3: Selection process**

The annual selection is made by the following criteria:

- Analysis of the (written) application documents;
- Interview in English;
- The students of BUAS are selected by a selection board at the beginning of the first semester;
- The students of UNICA are selected by a selection board during the first or second semester.

At the end of the first semester the selected German and Italian students have to prove a level of at least B2 in English.

The selection process and the selection of students is made at the respective university. The nominations are confirmed by the partner university.

### **Article 4: Organisation of examinations and examination board**

The students of the German-Italian study programme have to pass the regular examinations at both partner universities.

At UNICA the students are allowed to repeat examinations which they did not pass at the first attempt two times (3 attempts). At BUAS an examination can also be repeated two times (3 attempts)<sup>1</sup>.

Altogether the successful degree of the German-Italian study programme results in the acquirement of 120 ECTS for the students of UNICA and BUAS.

The examination results which are achieved by the students of BUAS and UNICA and by students of UNICA at BUAS are recognised by the partner university. An overall table about the study programme is attached to this agreement.

Examination board:

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<sup>1</sup> Italian students that fail all three attempts must abandon the German-Italian study programme. They can carry on their career on the Italian programme of the Italian degree Master International Management (IM) at UNICA.



The examiners for the Italian degree of the German-Italian study programme are appointed by the examination board of the Faculty of Economics, Law and Political Sciences of UNICA.

The examiners for the German degree of the German-Italian study programme are appointed by the examination board of the Faculty of Business of BUAS.

### **Article 5: Administrative Organisation**

UNICA and BUAS agree on the establishment of a coordination group for the implementation and supervision of the German-Italian study programme which equally consists of employees of both universities.

The member of the coordination group "German-Italian Study Programme" at UNICA in Italy are:

- the dean of the Faculty of Economics, Law and Political Sciences,
- the head of the study programme Economia manageriale (Management), as well as
- the German-Italian study programme director (in case there will be one appointed).

The members of the coordination group "German-Italian Study Programme" at BUAS are:

- the dean of the Faculty of Business,
- the head of the study programme International Business Management as well as
- the German-Italian study programme director (in case there will be one appointed).

The dean of the Faculty and the head of the study programme/ programme director are responsible for the organisation of the study programme. The main objectives of the working group consists in

- the advertisement of the study programme,
- the coordination of the study offer as well as
- the supervision of the students.

The members of the coordination group are in regular contact. Travel expenses which might be caused due to visits at the partner universities have to be borne by the home university.

### **Article 6: Evaluation board**

UNICA and BUAS agree on the establishment of an evaluation board which equally consists of members of both universities. The universities appoint the respective members themselves.

The tasks of the evaluation board consist in

- the evaluation of the German-Italian study programme,

- the follow-up of the graduates' professional careers (further qualification or starting working life) as well as
- the further development of cooperation relations.

## **Article 7: Financial conditions**

The students chosen for the German-Italian study programme are enrolled at the home university and at the partner university. They pay tuition fees at the home university (in case of the existence of tuition fees) as long as the home university does not release them from payment during the study period abroad. At the partner university they are released from payment. The obligation to pay the semester contribution at BUAS – consisting of the mobility contribution for the use of public transport in Bielefeld and North Rhine-Westphalia as well as the social contribution (student service organisation, student parliament etc.) – remains valid.

Both universities advise the students which were chosen for the German-Italian study programme on funding options for their study abroad (scholarships, ERASMUS+ grant etc.).

In order to facilitate the mobility of students of the German-Italian study programme, both universities assist the guest students in finding accommodation for the time of their stay at the host university. However, the final responsibility for their stay in the partner country is with the students. None of the two universities is responsible for financial claims regarding accommodation.

## **Article 8: Duration**

This agreement comes into force with the signature of the competent body in accordance with the respective national law and is valid for five academic years. A termination stated by one partner university is possible at any time within a period of a six months to the end of an academic year. The only condition is that it is ensured that the students who have last started the double degree programme could finish it.

Six months previous to the expiry of the agreement both partners elaborate a concept for the continuation of the cooperation.

## **Article 9: Modifications**

This annex for the General Cooperation Agreement is written down in English.

Each supplement and each modification of this text requires a control procedure and approval of the responsible bodies of both partners.

Bielefeld, 19.05.2022

Prof. Dr. Ingeborg Schramm-Wölk

President of BUAS



Cagliari, 16.05.2022

Prof. Dr. Alessandra Carucci

Vice-Rector of International  
Affairs of UNICA

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## Annex: Overall table of the study programme

Semester 1				Semester 2 (in Cagliari)				Semester 3 (in Bielefeld)				Semester 4				Total ECTS BUAS Students	Total ECTS UNICA Students
BUAS Students		UNICA Students		BUAS Students		UNICA Students		BUAS Students		UNICA Students		BUAS Students		UNICA Students		Total ECTS BUAS Students	Total ECTS UNICA Students
Course	ECTS	Course	ECTS	Course	ECTS	Course	ECTS	Course	ECTS	Course	ECTS	Course	ECTS	Course	ECTS		
Entrepreneurship and Market Dynamics	6	Comparative Corporate law	6	Corporate Governance	9	Corporate Governance	9	Corporate Financial Management	6	Corporate Financial Management	6	Master Thesis and Colloquium	30	Internship	9	120	120
Legal Aspects of International Business	6	Public Management	6	Innovation Management	9	Innovation Management	9	Consumer Marketing	6	International Financial Reporting	6			Thesis	15		
Quantitative Research Methods	6	Quantitative Methods for Management	9	International Marketing	6	International Marketing	6	Digital Business	6	Digital Business	6						
International Financial Reporting Standards	6	Applied Economics	9	International Economics	6	International Economics	6	Supply Chain Management	6	Supply Chain Management	6						
Corporate Learning and Innovation	6	English	3					International Cases	6	International Cases	9						
<b>ECTS Total</b>	<b>30</b>		<b>33</b>		<b>30</b>		<b>30</b>		<b>30</b>		<b>33</b>		<b>30</b>		<b>24</b>	<b>120</b>	<b>120</b>